

THE NATIONAL

P

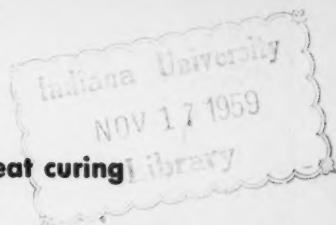
Provisioner

Leading indication in the meat packing and allied industries since 1894

There
is
Only
one



- A new scientific development in meat curing
- Enthusiastic acceptance has proven its excellence
- Provides radical reduction of time for processing cured and smoked meats



PRESKO FLASH CURE



- Eliminates curing room — saves cooler space
- Reduces handling and labor costs
- Packers carry only current production inventory, thus reducing inventory risks and capital requirements
- Finished products are of fine quality, have excellent color fixation, longer shelf life, superior tenderness

PRESKO FLASH CURE

is one of the many products for meat processing developed in our research laboratories

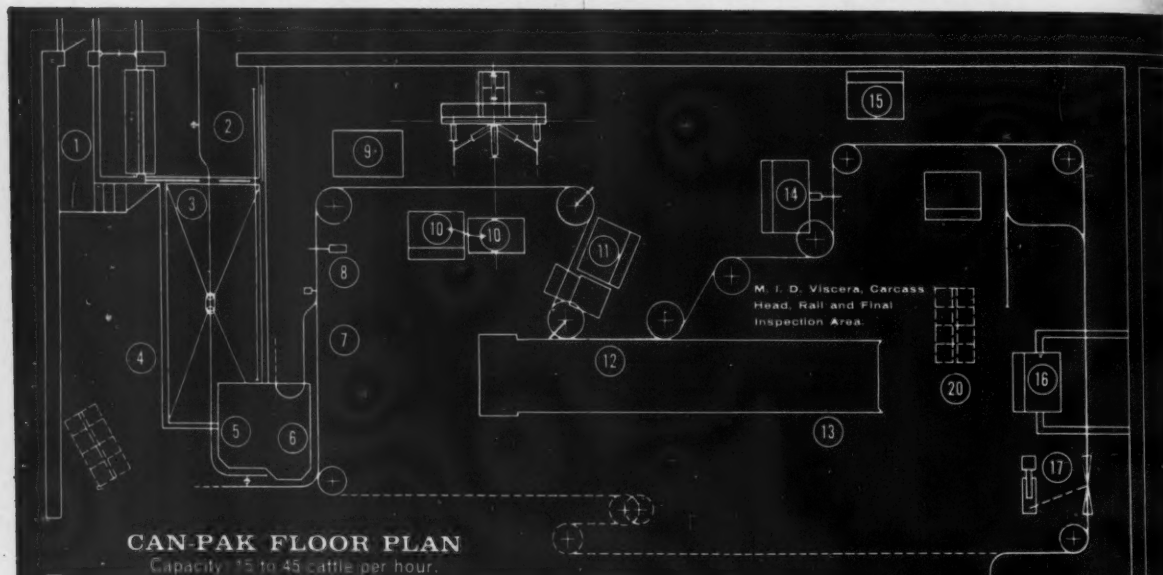
PRESERVALINE ...HOME OF **PRESKO** PRODUCTS

MANUFACTURING COMPANY
FLEMINGTON • NEW JERSEY

Since 1877

CANADIAN DISTRIBUTOR: Montour, Ltd., Montreal 12

A NEW CAN-PAK SYSTEM FOR SMALL PACKERS BY GLOBE



KEY

1. Drive, pen and knock cattle
2. Shackle and help knock
3. Stick and scalp
4. Tag and cut off heads, dehorn and flush
5. Skin and break right leg, butt, transfer and remove shackle
6. Skin and break left leg, butt, and insert second trolley
7. Skin and remove front feet, clean weasand, open brisket
8. Rim over, clear and skin shanks, neck and chucks, saw briskets
9. Rump, pull tails and drop bungs
10. Skin flanks, split aitch bone, clear rosettes and pull hide
11. Pull fells, back and drop hid in chute
12. Eviscerate
13. Remove viscera from inspection table
14. Splitting
15. Bruise trimmer
16. Washing
17. Scale, grade and scribe
18. Shrouding
19. Help shroud and place in cooler
20. Trucking and janitor

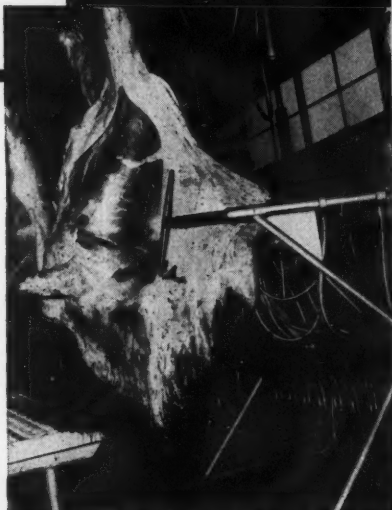
- ★ Takes up less space
- ★ Uses less equipment at lower cost
- ★ Gives higher production with less men
- ★ Produces 15 to 45 cattle per hour

At last it is possible for the smaller packer to get the advantages of a completely conveyerized Can-Pak killing floor operation at a greatly reduced cost over the larger capacity layout of the regular Can-Pak method. By combining jobs on the killing floor, up to 45 cattle can be dressed per hour with only 20 men.* Floor requirements, depending on the shape of the available space, can NOW be as low as 2,000 sq. ft. in area. This makes it entirely possible to install a floor of this type in most already existing 2 or 3 bed floors. Thus expensive, time consuming building alterations are avoided and an economical-efficient Can-Pak installation can be arranged.

*This does not include viscera or head work-up.

"Globe equipment is now available through "NATIONWIDE" leasing program."

Ask Globe today for more details on this new, compact system for cattle killing.



Here is a new, low cost Can-Pak hydraulic hide puller for capacities up to 45 cattle per hour. Remember—nothing approaches the efficiency of a mechanical hide puller.



THE GLOBE COMPANY
4000 S. PRINCETON AVE., CHICAGO 9, ILLINOIS

Representatives for Europe and the Middle East: Seffelaar & Looyen, 90 Waldeck Pyrmontkade, The Hague, Netherlands

"HE LOST FACE WITH FADED FRANKS!"



protect color—protect sales with low cost

PFIZER ERYTHORBIC ACID

● Processed meats that lose their color in the butcher's showcase, lose customers as well. And even the highest quality meats suffer from this color fading unless they are properly protected.

Pfizer Erythorbic Acid gives you this protection efficiently and inexpensively.

Just a few ounces of Erythorbic Acid or Sodium Erythorbate added to the pump pickle for hams, during the chop for franks, bolognas and luncheon meats, or sprayed on pre-sliced ham and bacon, will assure you of a meat product that will retain all of its original eye-appeal and sales appeal.

For additional information and technical data on Erythorbic Acid write for Technical Bulletin 100—*Pfizer Products for the Meat Industry*.

Quality Ingredients
for the food industry
for over a century



Science for the
world's well-being

CHAS. PFIZER & CO., INC.
Chemical Sales Division

630 Flushing Ave., Brooklyn 6, N. Y.
Branch offices: Clifton, N. J.;
Chicago, Ill.; San Francisco, Calif.;
Vernon, Calif.; Atlanta, Ga.;
Dallas, Tex.; Montreal, Can.

The big PLUS in Oakite



Packer gains \$1500 yearly saving on smokehouse cleaning!

COST OF MATERIALS is generally your least cost in cleaning. Much more costly are the manhours spent or the downtime of equipment. For example:

A meat packer had to clean smokehouses on week-ends. It took 30 overtime manhours to clean ham houses; 16 for sausage houses; 4 for floors.

By mechanizing this tedious job with Oakite engineered equipment, all cleaning is now done before start on Monday, and after close on Friday. On smokehouses alone, spray unit plus Oakite Composition No. 24 saves \$125 each month! And houses are now *really* clean.

The big PLUS in Oakite

From Oakite, you get not cleaning material alone. There are 10 big "pluses" with every pound that cut "hidden" costs. Included: the personal, prompt help of the Oakite man, offering a coordinated sanitation program that cuts waste of materials and work throughout the plant. There are in-place cleaning methods he can show you... Oakite equipment to mechanize cleaning. Guaranteed materials. And much more. Ask the Oakite man to prove he can deliver *low-cost end-results* in YOUR plant.

Illustrated Bulletin F-7894 gives helpful details. Write Oakite Products, Inc., 20A Rector Street, New York 6, N. Y.

It PAYS to use Oakite



Technical Service Representatives in Principal Cities of U. S. and Canada

VOLUME 141 NOVEMBER 14, 1959 NUMBER 20



THE NATIONAL Provisioner

15 W. Huron St., Chicago 10, Ill.
Telephone: WHITEhall 4-3380

CONTENTS

If 'Do It Yourself' Fails 13
Business has failed in self-policing in some areas, but succeeded in others; the government is beginning to take a closer look.

News of the Industry 13
What's happening in Washington, the state capitals and North, East, West and South of importance to the meat industry.

Purveyors Convene in Southland 14
Talks on use of tenderizers, frozen meats, selling food servers, small business loans, meat cutting and U. S. grading-certification, and symposiums on portion control and pricing are features of NAHRMP convention program in Florida.

Hormel Turns Lard Into Dough 33
Packer finds outlet for part of its lard by making a ready-for-rolling pie crust dough which is put up in handy chub package.

New Equipment and Supplies 36
Sausage filling machine, heat seal parchment and spray nozzle are among new items offered industry.

Market Summaries

All Meat, page 37; Processed Meats and Supplies, page 38; Fresh Meats, page 39; Provisions and Oils, page 40; By-Products, page 41, and Livestock Markets, page 43.

The Meat Trail 47
News about personalities, companies and activities in the meat packing industry.

Classified Advertising 51
Where to look when you want to find a job, hire an employee, acquire or sell a plant or obtain good used equipment.

EDITORIAL STAFF

EDWARD R. SWEM, *Vice President and Editor*
GREGORY PIETRASZEK, *Technical Editor*
BETTY STEVENS, *Associate Editor*
ROBERT KULAR, *Associate Editor*
GUST HILL, *Market Editor*

EXECUTIVE STAFF

THOMAS McERLEAN, *Chairman of the Board*
LESTER I. NORTON, *President*
A. W. VOORHEES, *Secretary*

Published weekly at 15 West Huron St., Chicago 10, Ill., U.S.A., by The National Provisioner, Inc. Yearly subscriptions: U.S., \$6.00; Canada, \$8.00; Foreign countries, \$8.00. Single copies, 30 cents. Copyright 1959 by The National Provisioner, Inc. Trade mark registered in U.S. Patent Office. Entered as second-class matter October 9, 1919, at the Post Office at Chicago, Ill., under the act of March 3, 1879.

THE NATIONAL PROVISIONER, NOVEMBER 14, 1959

GRIFFITH'S **"GL-301"** **PROTEINATE** **EMULSIFIES** **PERFECTLY**

Adds More
Nourishment
in
Concentrated
Protein!

The LO-BOY MINCE MASTER, below, is advantageous in a bucket-loading system, as well as next to silent cutter in a tandem operation where LO-BOY discharges into an upright MINCE MASTER



"GL-301" is both the perfect emulsifier and a high-protein supplement. That means more nourishment and greater health appeal per pound of sausage!

As the perfect emulsifier, "GL-301" retains moisture and yields a product of uniform juiciness, tenderness and good flavor.

This combination promises more profit for you.

Griffith

THE GRIFFITH LABORATORIES, INC.



CHICAGO 9, 1415 W. 37th St. • UNION, N.J., 855 Rahway Ave. • LOS ANGELES 58, 4900 Gifford Ave.

THE NATIONAL PROVISIONER, NOVEMBER 14, 1959

NOW—AFTER 20 YEARS AS "A CASING MAN'S CASING MAN"

OUR LARGE INTERNATIONAL
ORGANIZATION IS NOW READY
TO SOLICIT YOUR CASING NEEDS
ON A DIRECT BASIS

AT THIS TIME
WE TAKE PLEASURE
IN ANNOUNCING
THAT JACK SHRIBMAN
HAS JOINED
THIS FORWARD
THINKING COMPANY

Finest Quality Casings and Service
Beef - Pork - Sheep

INTERSTATE
CASING COMPANY
*Sausage Casings of
Every Description*

Cable—"Intcasco" N.Y.
Algonquin 5-9558—N.Y.

285 Hudson St.
New York 13, N.Y.

IMPORT AND EXPORT
ASSOCIATED COMPANIES
IN THESE COUNTRIES

- Interstate Casing Co. LTD.—35A St. John St., London, E.C.1.
- Interstate Casing Co.—1, Rue Baudin—Boulogne (Seine) France
- Interstate Casing Co.—9-11 Rue Bisso, Brussels, Belgium

AAdvertisers

INDEX

Allbright-Nell Co., The .....Third Cover	KVP Company, The .....19
American Maize Prod- ucts Company .....12	Koch Equipment Co. ....28
Atmos Corporation .....32	Kohnstamm & Co., Inc., H. ....31
Baltimore Spice Company, The .....49	Kold-Hold Division, Tranter Manufactur- ing, Inc. ....23
Barliant and Company .....31	Le Fiell Manufacturing Co. ....30
Basic Food Materials, Inc. ....10	Levi & Co., Inc., Berth. ....30
Borax Carton Corp. ....34	Mayer & Sons Co., Inc., H. J. ....8
Cesco .....29	Meyer Packing Co., The H. H. ....32
Cincinnati Butchers' Sup- ply Company, The .....25	Midtown Wholesale Meats, Inc. ....50
City Products Corporation 41	Niagara Blower Company 52
Daniels Manufacturing Company .....9	Oakite Products, Inc. ....4
Dewied Casing Co., A. ....11	Packers Development Co. ..52
Dow Chemical Company, The .....21	Pfizer & Co., Inc., Chas. ..3
Dupps Company, The .....46	Preservaline Manufacturing Company .....Front Cover
Fairbanks, Morse & Co. ....10	Seaboard Boneless Beef Co. ....50
First Spice Mixing Company, Inc. ....45	Seelbach Co., Inc., K. C. ..24
Globe Company, The .....Second Cover	Sioux City Dressed Pork, Inc. ....41
Griffith Laboratories, Inc., The .....5	Smale Metal Products ....30
Ham Boiler Corporation ..45	Standard Casing Co., Inc. ....32
Hess, Watkins, Farrow & Company .....32	Stange Co., Wm. J. ....7
Howe Ice Machine Co. ....31	United Cork Companies ....26
Hygrade Food Prod- ucts Corporation .....31	United States Rubber .....27
Interstate Casing Company .....6	Warner-Jenkinson Manu- facturing Company .....45
Jamison Cold Storage Door Co. ....Fourth Cover	Western Buyers .....32
Jarvis Corporation .....35	Williams Patent Crusher & Pulverizer Co. ....45
	Wolverine Shoe & Tanning Corporation ....30

ADVERTISING DEPARTMENT

WILLIAM K. MURRAY, Advertising Manager
CHARLES W. REYNOLDS JOHN W. DUNNING
MARY JABSEN, Production Manager

New York Representatives:

ROBERT T. WALKER and GARDINER I. WINKLE,
527 Madison Avenue (22) Tel. Eldorado 5-6663
Southeastern Representative: EDWARD M. BUCK
P.O. Box 171, St. Petersburg, Florida

West Coast Representatives: McDONALD-THOMPSON

Dallas: 2727 Oak Lawn Ave. (19)
Denver: 620 Sherman St., (3)
Houston: 3217 Montrose Blvd., (6)
Los Angeles: 3727 W. 6th St., (5)
Portland: 404 Times Bldg. (4)
San Francisco: 625 Market St., (5)
Seattle: 1008 Western Ave., (4)



*Stange has the talent to create . . .
the skill to produce . . . and
the flexibility to fit your needs*

50-A Microground Spice

NDGA Antioxidant

Cream of Spice Soluble Seasoning

Ground Spice

Peacock Brand Certified Food Color

WM. J. STANGE CO., Chicago 12, Ill.

Paterson 4, N. J.—Oakland 21, Calif.

Canada: Stange-Pemberton, Ltd., Toronto, Ont.

Mexico: Stange-Pesa, S. A., Mexico City.

*Process and Product covered by
U. S. Patent No. 2,636,824.
Canadian & other Foreign Patents Pending.*

For many reasons... the finest PAPRIKA you can buy

The finer the grind, the more effective the Paprika. With 50-A Paprika, particle size is 60 times finer than normal 60 mesh ground spice. Specking is eliminated, paprika is uniformly distributed with maximum control of color and flavor. In many cases, only one-half as much 50-A paprika is required to give better results. And, 50-A Paprika is standardized to insure uniform results in every batch of product. This all adds up to a finer Paprika for finer sausage.



A NEW, COMPACT HUMANE HOG STUNNER

- Absolutely safe, easy to operate.
- Requires minimum space . . . adaptable to any killing floor layout.
- Can handle up to 400 head or more per hour.
- Lowest operating cost.
- A complete system . . . restraining box, conveyor and stunner all included. \$4900 f.o.b. Chicago or Grand Forks, N.D.

*Developed within the industry and fully tested in
operation at Burns & Co., Ltd., Canadian plants.*

As a service to our customers and the meat packing industry, H. J. Mayer has made an exhaustive survey of humane hog stunning methods developed in the U.S., Canada and Europe. It is our conviction that all the best characteristics desired for humane hog slaughtering are incorporated in the electrical stunning system developed by Burns & Co., Ltd., and manufactured by McLean Machinery Co., Winnipeg, Manitoba, Canada.

**H. J. Mayer & Sons Co., Inc. is now
distributing this unit in the United States.**

It is important to emphasize that this is a complete system. The \$4900 price includes not only the stunner, but also a restraining box and a conveyor to carry off the stunned hog. It is so simple that in most cases installation can be readily made by plant personnel. The unit requires only 110-115 volt input, but has higher outputs. Operation at approximately 250 watts makes for extremely low operating cost.

For further information write to:

H. J. MAYER & SONS CO., INC.

6811 South Ashland Avenue, Chicago 36, Illinois

In Canada: H. J. Mayer & Sons Co. (Canada) Limited, Windsor, Ont.

*This
is the freshness
you capture
in a
Daniels wrap*

KEEP UNDER REFRIGERATION

PURE PORK
SAUSAGE

Sausage with sales appeal wrapped in Daniels White Opaque Poly

PACKAGING THAT STANDS OUT

in the refrigerator case . . . packaging that says quality and purity, and "buy me" . . . that's what you get with a Daniels wrap.

Whatever your needs in flexible packaging, our artists and craftsmen will design the package and print the showmanship needed to satisfy the most discriminating shopper. Contact the nearest Daniels sales office today or write Daniels, Rhinelander, Wisconsin.

Sales offices: Rhinelander, Wisconsin . . . Chicago, Illinois . . . Philadelphia, Pennsylvania . . . Columbus, Ohio . . . Omaha, Nebraska . . . Dallas, Texas . . . Los Angeles, California . . . St. Louis, Missouri

DANIELS

MANUFACTURING COMPANY
RHINELANDER, WISCONSIN



*creators • designers
of flexible packaging
multicolor printers*

MEMBER OF WISCONSIN PAPER GROUP FOR BETTER POOL CAR SERVICE

NEW FAIRBANKS-MORSE

Portable Platform Scale



MODERN FUNCTIONAL STYLING

- reads quickly and clearly under all lighting conditions!
- moves easily through narrower aisles!
- stays accurate and sensitive under roughest conditions!

Designed for your most exacting requirements—built for years of heavy-duty use—this new Fairbanks-Morse Model 1124A Portable Platform Scale helps speed your operations through faster, more accurate weighing!

Note the big, clear beam design that promotes quicker reading—the new square weights for easier handling! Check the new concealed wheels, the compact overall width—important for fast han-

dling in congested areas. Notice the absence of check rods, to eliminate binding. From top to bottom this is a handsome, durable scale designed to use—built to last—a worthy successor to the hundreds of thousands of famous Model 1124 Scales proven throughout industry! Capacity 1000 lbs. Write Fairbanks, Morse & Co., 600 South Michigan Avenue, Chicago 5, Illinois, for new Model 1124A Catalog.

See Sweet's Plant Engineering File for full line of F-M Scales.

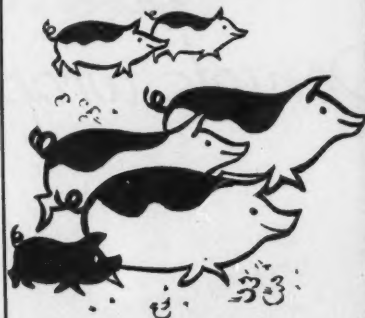


FAIRBANKS-MORSE

a name worth remembering when you want the BEST

SCALES • PUMPS • DIESEL, DUAL FUEL AND GAS ENGINES • ELECTRIC MOTORS
GENERATORS • COMPRESSORS • MAGNETOS • HOME WATER SYSTEMS

Heading for
that Good
**BROOKWOOD
SEASONING**



Everybody,
But Everybody,
LOVES
BROOKWOOD
Pork Sausage

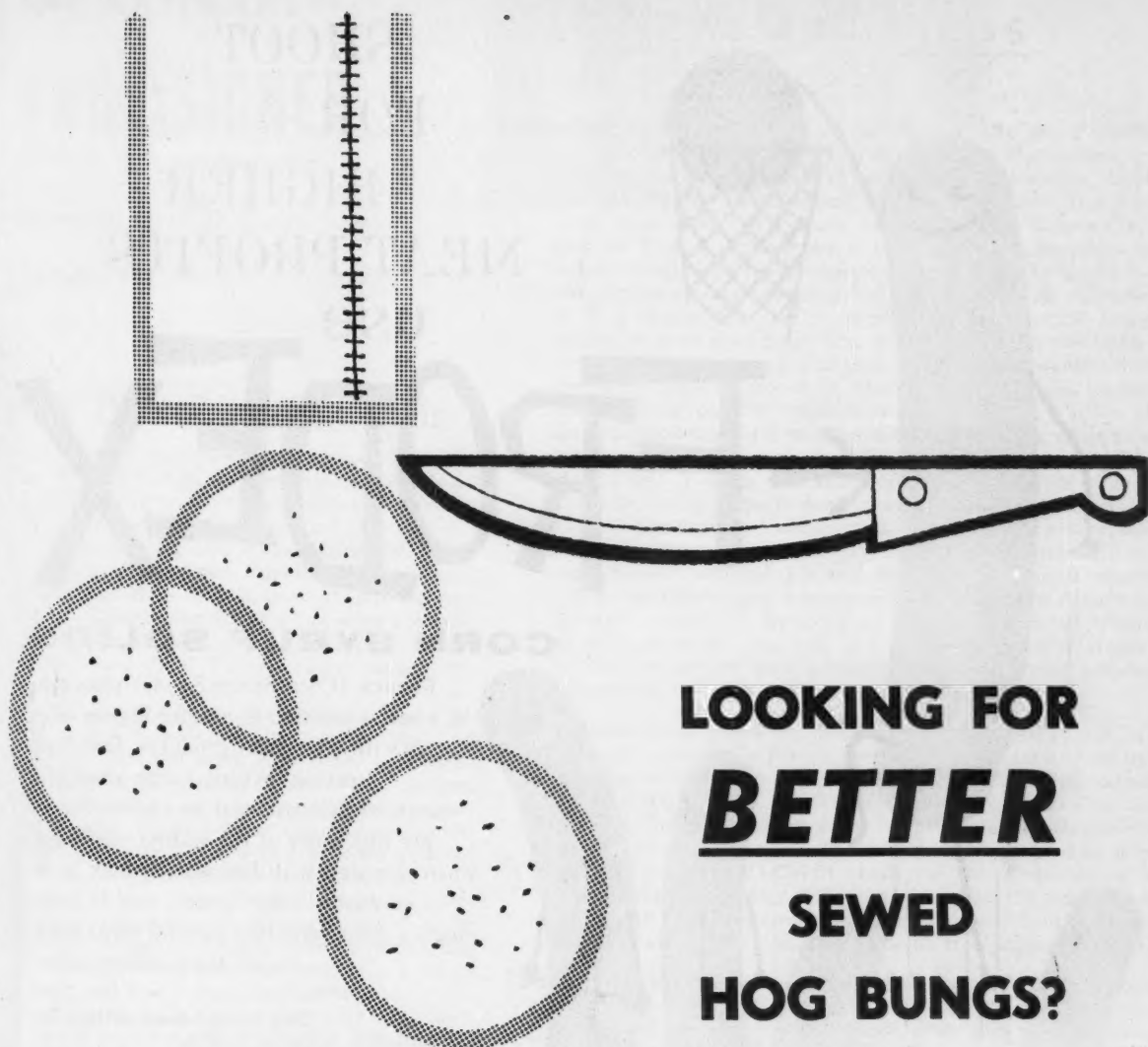
Word has gotten around! Now EVERYBODY knows the superior taste of Brookwood Pork Sausage. Watch your PROFITS GROW when you switch to Brookwood Seasoning — it's happening now to packers all over the country. Why not you?

Write, wire or phone today for a free sampling of Brookwood Pork Sausage Seasoning.

**Basic Food Materials
INC.**

853 State St. • Vermilion, Ohio
PHONE: WO 7-3121

Good Seasoning Is Basic



LOOKING FOR
BETTER
SEWED
HOG BUNGS?

A. DEWIED CASING CO. *has what you want!*

UNIFORM Perfectly sized and carefully sewn to assure uniform length and diameter. Always light, desirable color.

PROPERLY PROCESSED Every step of processing and manufacture is carefully and expertly controlled.

BETTER PRODUCTION Maximum strength to assure uniform stuffing and resistance to handling damage in your kitchen.

BETTER SEWING Straight, uniform seams and sewn tightly for good appearance and protection against seam leakage.

SQUARE ENDS for better product appearance and less slicing waste.

SIZED TO FIT YOUR NEEDS Complete range of sizes available.

YOU CAN FILL YOUR NATURAL CASING NEEDS BETTER BY DEALING WITH

TODAY'S LEADER IN THE FIELD

A. DEWIED CASING CO.

Main Office: P. O. Box 562, Sacramento, Cal.

Conveniently located plants and delivery depots

SHOOT
FOR
HIGHER
MEAT PROFITS...
use

← **FRODEX**®

CORN SYRUP SOLIDS

FRODEX (Corn Syrup Solids) puts you in a better position to aim for higher sales goals with your meat products. Delicious eating texture, longer shelf life, enhanced delicate meat and spice flavors are just a few of the results meats get when prepared with FRODEX. FRODEX is an excellent "color" guard, too. It gives meats a taste-tempting natural meat color —makes them sell on sight.

**Only FRODEX does all this for
your frankfurters, sausages, bolognas,
canned and luncheon meats:**

- Firms and binds meat particles
- Stabilizes high-fat content products
- Guards against color loss
- Holds moisture evenly
- Minimizes watering-off
- Reduces shrinkage
- Highlights delicate meat and spice flavors
- Reduces peeling problems



See page 1/Am

**AMERICAN MAIZE-
PRODUCTS COMPANY**

250 PARK AVENUE • NEW YORK 17, N. Y.

FOR LIQUID INSTALLATIONS—use

Liquid FRODEX in the form of Amaizo Corn Syrup

Or Our Sales Offices: ATLANTA • BOSTON • BUFFALO • CHICAGO • DENVER • GRAND RAPIDS • HOUSTON
LOS ANGELES • PHILADELPHIA • PITTSBURGH • ST. LOUIS • ST. PAUL • SAN FRANCISCO • SEATTLE

PROVISIONER

November 14, 1959

VOLUME 141 NO. 20

If 'Do It Yourself' Fails

"Whether the reason be ignorance of the law or disregard of it, the fact remains that self-policing in many organizations—even industries—is heading for the shoals."

In making the above analysis at the recent meeting of the Audit Bureau of Circulations, chairman Earl W. Kintner of the Federal Trade Commission noted the precarious situation of cooperative advertising and the current revelations about TV quiz show rigging. He warned:

"I am quite aware that cynics ridicule the idea of self-discipline by businessmen. And while I concede there is evidence aplenty to support their cynicism, I know that without such voluntary compliance with law, this nation would be confronted with two unacceptable alternatives: becoming a police state or surrendering to commercial chaos."

As evidence that business can exercise effective self-discipline, Kintner pointed to the Audit Bureau of Circulations (of which THE NATIONAL PROVISIONER has long been a member), and said to that organization:

"Confronted as you once were with confusion compounded of different definitions of a 'paid subscriber,' with excess enthusiasm on the part of many circulation managers, and with devious claims by others, you assessed your own problem and acted to correct it. You did not come running to the government. You realized that the orderly conduct of your business made it mandatory that an advertiser be able to tell what he was getting in the way of circulation and area coverage when he bought space in a publication. You recognized the need for a common denominator in measuring circulation integrity. You wanted to be able to eliminate trouble spots caused by deception, intentional or otherwise. And you succeeded. . . .

"What may be even more important is your contribution to the evidence that American businessmen possess the capacity to clean their own houses, to police their own ranks against the depredations of the irresponsible or larcenous few. This country needs more such evidence."

News and Views

Livestock Auction market operators have told the Packers and Stockyards Branch, U. S. Department of Agriculture, in effect, to keep its nose out of confidential information about credit standings of their meat packer customers. The National Association of Livestock Auction Markets, Kansas City, said the P. & S. Branch has requested market operators to submit detailed quarterly reports on packer accounts receivable, listing packer purchases eight to 15, 15 to 30 and over 30 days unpaid. The USDA request said the report is being sought on a national basis "due to the apparent weak financial condition of a number of meat packers" and warned that "extreme caution" should be used in selling to any packer who does not pay for livestock within one week. Failure of auction market owners to submit reports is being cited as a violation of the Packers and Stockyards Act, according to C. T. (Tad) Sanders, association official. "Such types of general information reports dealing with confidential aspects of the individual market and customer relationships are beyond the scope of the jurisdiction" of the P. & S. Act administrators, Sanders charged. He said that auction market owners "prefer to follow their own established policies in respect to prompt payment for livestock purchased" and do not intend to be "subjected to the role of reporting agencies in respect to one category of their customers when no useful purpose is intended to be served."

The House small business subcommittee investigating food distribution problems will turn its attention to meat at hearings opening November 16 in Denver. Witnesses will include Lloyd L. Needham of Sioux City Dressed Beef, Inc., Sioux City, Ia., Midwest division vice president of the National Independent Meat Packers Association. The subcommittee, headed by Rep. James Roosevelt (D-Calif.) conducted its second series of San Francisco hearings this week on the buying practices of the major food stores in the California canned fruit and vegetable market. Final hearings will be in Washington, D. C.

The Strike by members of the United Packinghouse Workers of America, AFL-CIO, at seven plants of Wilson & Co., Inc., continued officially into the second week with no resumption of contract negotiations in sight. The plants are operating on a reduced basis, and Wilson has stepped up production at non-struck plants. The company obtained a court order late last week in Memphis enjoining strikers from using more than four persons at one time to picket the Wilson premises there, from congregating within 200 yards of the plant unless as part of the picket line, from interfering with persons or vehicles entering or leaving the Wilson plant and from assaulting or threatening anyone doing business with the company. A UPWA spokesman predicted this week that the strike will be "a long one."

A "Robinson-Patman Task Force" of 10 staff members has been created by the Federal Trade Commission, assigned to strengthen the agency's enforcement of the law against price discrimination, FTC chairman Earl W. Kintner told the annual meeting of the Grocery Manufacturers of America in New York City this week. Drafting intelligible guides so businessmen can tell what is legal and what is not will be one project of the task force. Kintner said the FTC now is conducting about 125 restraint of trade investigations in the food industry. Homer R. Davison, president of the American Meat Institute, also addressed the convention on the current campaign of the National Food Conference to convince modern youth that "good nutrition means better living." The campaign will culminate with a National Youthpower Congress on February 11-13 in Chicago (see page 35).



Nathan Schweitzer, jr., Nathan Schweitzer & Co., congratulates the Hall of Fame Award winners, George Crean, George Crean Provision Co., Buffalo, and Ellen Faulkner, executive secretary, Associated Meat Jobbers of Southern California, who received the award for James Garvin, Golden State Meat Co., Los Angeles. CENTER: The Black Angus award for outstanding contribution to the association and the meat purveying in-

dustry was made to the association's second president, Ellard Pfaelzer of Pfaelzer Brothers, Inc., shown flanked by Armand Bastian, John P. Harding Market Co., Chicago, the association's first president, and Peter Petersen, Petersen-Owens, Inc., New York. RIGHT: Immediate past chairman, Clarence Becker, Becker Meat & Provision Co., Milwaukee, receives gift for exemplary services from new chairman Urban Patman, Los Angeles.

Purveyors Cram 5-Day Meeting With Work On Industry Operations and Problems

AS palefaces they came to the 17th annual meeting of the National Association of Hotel and Restaurant Meat Purveyors at the luxurious Diplomat Hotel and Country Club, Hollywood by the Sea, Fla. With the exception of a few outdoor truants, as palefaces they left, since a hard-hitting program confined the members to the air-conditioned meeting rooms for the five-day gathering. Even a scheduled golf tournament was cancelled and then begrudgingly allotted a few afternoon hours on the second and last of the sun-drenched "free" afternoon periods.

Members of one committee, the beef standardization committee, under George Shenson of H. Shenson, San Francisco, met repeatedly during free periods to bring their work to completion. It was reported that much of the colored photography that will be incorporated in this committee's final report on standardized cuts has been completed.

Reaching forensic heights in his oration on fair trade practices, Joseph Madine of George Schaefer & Sons, Inc., New York, N. Y., chairman of the code of ethics committee, warned the membership that unless business

rules outlined in the association's code are followed voluntarily, the industry may find these standards enforced by an outside agency.

At the conclusion of each business session, the association staged a formal evening event, using as a background the palatial dining facilities of the Diplomat Hotel. Cocktails were furnished at three evening events by supplier hosts: Custom Food Products, Inc., and John P. Harding Market Co., both of Chicago, and The Cryovac Co., Cambridge, Mass.

At the meeting NAHRMP members and outside authorities discussed various phases of freezing, ageing, chemical tenderizing, retailing of portion control cuts, hot coating of frozen meat and the ever-present federal grading and certification problems.

The meeting got under way with reports from the regional vice presidents and committee chairmen and ended with the association feature, the "Bull Session," for the development and encouragement of which Clarence Becker of Becker Meat & Provision Co., Milwaukee, received the group's first achievement award.

National officers elected for 1959-60 are: chairman of



NATIONAL OFFICERS shown here are Howard Hess, Will Docter Meat Co., second vice president; Ben Finn, Benjamin Finn, Inc., first vice president; Harry Rudnick, Chicago, secretary; Joseph Madine, George Schaefer & Sons, Inc., president; Sam Stein, third vice president; Urban Patman, chairman, and J. L. Cain, treasurer.

the board, Urban Patman, Urban N. Patman, Inc., Los Angeles; president, Joseph Madine, Charles Schaefer & Sons, Inc., New York, N. Y.; first vice president, Ben Finn, Benjamin Finn, Inc., Boston; second vice president, Howard Hess, Will Docter Meat Co., St. Louis; third vice president, Sam Stein, Grill Meats, Inc., Sandusky, O.; secretary, Harry Rudnick, Chicago; treasurer, J. Lawrence Cain, Thompson-Cain Meat Co., Detroit, and as counsel, Harold Widett, Boston, and Ben Young, New York. Rudnick reported membership is 225.

GRADING: Federal lamb grading still may be a source of trouble to purveyors unless further changes are made in the standards, especially those on feathering, said Peter H. Petersen of Petersen-Owens, Inc., New York, and chairman of the association's Washington committee. The association vigorously opposed plans to abolish federal lamb grading, as proposed in July, 1959, and Petersen was a member of the technical committee named to help revise the grading standards to make them more acceptable to all segments of the meat industry. The meetings were held at Kansas City, Mo. and Omaha, Neb. The technical committee proposed that the bases of lamb grading be limited to: 1) Conformation in terms of the loin, leg and shoulder; 2) covering, i.e., the amount of finish on the carcass; 3) the texture and firmness of the meat, and 4) the firmness of the flank. The committee proposed that the factor of feathering, that is, the amount of fat between the ribs as evident in the chest cavity, be greatly reduced in importance or eliminated. Petersen declared that feathering is the major cause of controversy in grade interpretation.

After the findings of the technical committee were forwarded to the USDA grading service, the standards were revised to permit upgrading of some Choice into Prime and Good into Choice. In general, the conformation factor was lowered by half a grade and quality by half a grade on young animals and a full grade on mature animals. Petersen questioned the practical value of some of these changes, noting that only about 1.45 per cent of the lambs slaughtered grade Prime.

Unfortunately for the purveying industry, the new specifications still include eight feathering values, a range that is too wide, too varied and almost useless, according to Petersen, who added that before lamb grading becomes a workable tool, this factor will have to be revalued.

POLICY SURVEY: Policies employed by purveyors in credit administration, packaging and use of tenderizers were reviewed by C. V. Olmstead, manager, food service division, Armour and Company, and chairman of the NAHRMP economic survey committee.

The survey report was based on material from 60 respondents. On credit, 28 respondents said that their

customers are paying about as quickly as previously, 13 that they are faster, and 27 that they are slower. Forty-nine said that they are tightening their credit controls, while 11 reported no change. When asked to evaluate the results of a tightened credit policy, 12 firms reported that they had lost some customers; seven stated that they had obtained compliance but lost customer good will, while 26 had been able to enforce their policies and still retain good will.

Asked to indicate the number of accounts receivable past due, 1 respondent said none; 17 reported between 1 and 3 per cent; 17 between 3 and 5 per cent, and 22 over 5 per cent. With respect to new account credit evaluation, 43 said that this procedure is stricter than for old accounts, 13 that it is the same and one that it is more lenient. Seven firms stated that they would open a new account without a formal credit rating, while 30 said no. Seventy-five per cent of the respondents indicated that they use the Cryovac technique in their operations. All the users had conducted cost tests on this operation and while none is billing the cost of this package to the customer as a separate item, 21 include it in costing their products. The cost of packaging meat in Cryovac is estimated to be 2¢ per lb. by three; 3¢ by seven; 4¢ by three, and 5¢ by one.

The practice of producing portion control meat was about a 50-50 proposition among respondents. Thirty-eight indicated that there is a demand for this type of service while 22 said no. Portion control meat is prepared from fresh meat by 28 and frozen meat by 25.

Olmstead then mentioned some of the reasons given by purveyor customers for not buying portion control meat: 1) It is not as good as fresh; 2) It is too high-priced; 3) Do not want frozen meat, and 4) Have personnel on hand to perform cutting work. Other factors that were viewed as limiting the acceptance of frozen portion cuts included: purveyors' lack of suitable transportation facilities and lack of freezer space in the users' establishments.

The report on use of tenderizers by the industry again indicated a division in practice. Twenty-four respondents indicated that they are preparing tendered meat while 23 are not. As to the future of tenderizing, 15 felt it is a growing trend, nine that it is stabilized and 11 that it is declining in popularity.

Obtaining certification for product sold to military or governmental agencies demanding this type of service is sometimes a vexing problem, commented Howard H. Hess, Will Docter Meat Co., St. Louis, and chairman of the USDA certification committee. He noted that the cost of this service at \$6 per hour is only one of the many involved. The packaging requirements usually carry back to the military specifications for overseas shipment, even though the purchaser may be

MEMBERS of board are (front): George Crean, Fred Kaiser, jr., Melvin Solomon, Nate Oxman, Howard Ziegler, Samuel Pierce, Max Liveright II, and W. E. Emerson. Second row, Hugo Del Pero, Eric Heilbron, Robert Griffith, Fred Bradley, and Gordon Erickson.



located a few blocks from the purveyor's plant. The constant supervision of the federal certifier tends to disrupt the entire plant operation. Furthermore, other customers of the purveyor may think that this is a free service to which they are entitled. He cautioned the industry to be alert to oppose any extension of this USDA certification service to customers other than government agencies.

The circulation of price lists to all potential buyers has only one effect—depressing the market—declared Lou Waxman, Colonial Beef Co., Philadelphia, and chairman, evaluation committee. He said that this practice should be limited to customers who are doing business with the purveyor. He also urged closer cooperation with customer trade groups, noting that this would help acquaint them with the industry's problems. Whenever an item is long in supply the industry should try to absorb this item among its members rather than sell to customers at loss prices. He proposed that the association establish a free employment service for the food serving industry.

The association has expanded the number of Arthur Davis Scholarships to four a year, reported Peter



MAX CULLEN, assistant general manager, National Live Stock and Meat Board, Chicago, does fancy cutting.

Petersen, chairman of the scholarship committee. Scholarships of \$250 each are maintained at Cornell University, Michigan State College, Culinary Institute of America and San Francisco City College.

Increased labor costs, reported by virtually all the association's regional vice presidents, are causing the industry to take a closer look at some of its own practices. Some purveyors are now making deliveries only on orders of a minimum weight or value, and charging for this service on small orders. Others are refusing to make same-day deliveries. Credit is being watched more closely. Several reported that the use of credit cards has increased pressure from public feeders for credit extension from the meat purveyors and some are asking for credit up to 60 days.

TENDERING: The grade of meat used, the size of piece, the temperature and the duration of the holding period before freezing are some of the factors which influence results in chemical tenderization of meat, said James W. Jones, vice president of Custom Food Products, Inc., Chicago, in his talk on the practical application of tenderizers. Actually, the specific operation of a potential customer must be analyzed before recommendations can be made as to the type of tenderizer he should use.

The meat grade, temperature and manner of ap-



RECIPIENT of the first NAHRMP achievement award was Clarence Becker, Becker Meat & Provision Co., Milwaukee, for his development of the association's "bull session." The presentation was made by Howard Hess (left), Will Docter Meat Co., shown with Mr. and Mrs. Becker.

plication have a bearing on the tenderizer used, according to Jones. Some plants dip meat in the tenderizing solution in rooms with temperatures as high as 50°F.; some do it by hand and some by machine. Some processors place the treated meat in the freezer immediately, others may hold it for several hours, some hold it overnight before freezing and a few ship the chilled but unfrozen meat to their customers. He warned that tendering should never be carried to the degree that it robs the meat of its very important and desirable chewy characteristic.

There are two areas of control; one is the time the meat is held before freezing, and the second is the amount of tenderizer left on the meat. All surfaces of the cut must be wetted or the tenderizer will not do an adequate job. As little as possible of the material should be drained from the meat before freezing. Tenderizers act upon the meat until it is cooked and tougher or larger pieces of meat will benefit from a precook holding period of about 1½ hours.

Larger pieces of meat cannot be adequately tendered under present MID regulations which limit the amount of material used as a tenderizing solution to 3 per cent while about 10 per cent is needed. Where possible the larger pieces should be stitch-pumped on 1- to 2-in. centers. When a piece of meat is stitch-pumped, holding becomes less important. Jones observed that some caterers are using stitch-pumped rounds in preparation of sliced beef.

To a question by Fred Kaiser, Kaufman-Eastern Packing Co., Decatur, Ill., as to why some meats are mushy after chemical tenderization, Jones said that the causes probably are twofold: use of the wrong tenderizer or use of too high pressure in pumping. He said



WESTERN DIVISION caucuses to elect national directors.

that pressure above 40 psi. tends to rupture tissue. Tenderizers intended for steak dipping are diluted one to one with water, those for stitch-pumping a strip, four to one, and those for a round, seven to one.

Sam Stein of Grill Meats, Inc., Sandusky, was told that the depth of penetration is about 0.5 to 0.75 in. on each side of the meat.

FREEZING: The meat industry's efforts in the field of freezing have been dominated by those who knew little of frozen food technology, and consequently, this quality protection and profit-winning tool has been damned before it has been given an honest trial, according to Joseph Newlin, food consultant of Ottman & Co., New York. Lacking a real understanding of the freezing process, many in the food industry consider temperatures of 10 to 14°F. as freezing conditions when, in fact, they are inadequate. He claimed that Connecticut and Massachusetts will soon require frozen meat to be delivered to the store at 0°F.

For the purveyor's customer, the frozen form of meat is ideal because its quality and bloom are protected. Moreover, when the purveyor's stock is frozen, there is less likelihood of panic selling.

Ottman & Co. is producing a superior ground beef



WATER SHOW was part of entertainment on first night.

with excellent keeping quality and bloom, he claimed. All trimmings produced in the plant are collected and placed in a combination contact and blast freezer. They are then cut, ground and stuffed at a temperature of 34°F. A heating cable is used on the pipe line to prevent the air in the stuffer relief valve from freezing. The ground meat is placed in a K 22 Mylar pouch and moved to the freezer. The meat is not handled by hand during the whole operation. Meat prepared in this way will hold bloom and freshness for 15 to 18 days at 38 to 50°F., according to Newlin. He prophesied that the industry stands on the threshold of fantastic discoveries in the field of freezing.

Questioner Ben Finn of Benjamin Finn, Inc., Boston, was told that a frozen roast should be prepared by coating it with oil, placing it in a preheated oven at 600°F. and holding it for 20 minutes and then finishing it to the desired degree, as determined by a meat thermometer, at 325°F. Frozen steaks of 1½ in. thickness or less should be placed 7 in. above the heat source in a gas or electric broiler which has been preheated for 15 minutes at maximum setting and should broil for 10½ minutes for rare and 11½ minutes for medium rare. The meat should be allowed to set for about



COMMITTEE CHAIRMAN George Shenson (center) of H. Shenson, San Francisco, is flanked (left) by members of beef standardization group: J. Lawrence Cain, Thompson-Cain Meat Co.; Al Nathanson, Old Colony Packing Co.; George Crean, George Crean Provision Co., and Peter Schrager, Pfaelzer Brothers, Inc. On right of Shenson are C. V. Olmstead, Armour and Company; Peter Petersen, Petersen-Owens, Inc.; James Smith, Ottman and Co., and Lou E. Waxman of the Colonial Beef Co.

three minutes before cutting in order to give the heat sufficient time to equalize.

The speaker said that the small operator can get into quality frozen meat production by using second-hand ice cream making equipment that will hold a temperature of -25°F. A small operator can compete with larger units because he has better control over processing and shipping.

Precoating a product with oil prior to freezing covers the meat with an opaque layer and robs it of color and appeal. Tendering enzymes cannot be mixed with the coating oil.

PACKAGING: Melvin Solomon, president of Allen Brothers, Inc., described his company's experience with the Cryovac process. Since converting to this type of packaging, the company's sales have increased 15 per cent and its profits have risen. Seven items are now packaged. Meat received at the plant is loaded on skids which hold 45 to 50 loins or 100 ribs and is moved into a 150-sq.-ft. Cryovacing area for packaging, the Allen Brothers president explained.

A special bag storage unit, which holds the bags at 60 to 65°F. for pliability, is located at the head of the line. The bags now used run 8 to 24 in. in mouth size. Cloth is applied when bone-in cuts are being packaged. A wide mouth bag of 24 to 48 in. is being developed by Allen and Cryovac for use on rounds.

The packaged items are moved to a vacuumizing and metal crimp sealing machine and then to a shrink tunnel. The bags are code dated as they are being conveyed to the shrinker. Cuts are weighed and then moved into the holding room where racks have replaced overhead rails with a sixfold gain in holding capacity. They are held here for two weeks for ageing. The packaging



SPEAKERS on the portion control and packaging symposium included: Ellard Pfaelzer, jr., Pfaelzer Brothers, Inc.; Martin Waldman, Waldman's Meats, Inc.; Murry Mendelson, Murry's Steaks, Inc.; Stanley Feldman, Reuckert Meat Co., and Abner Michaud, A. Michaud Co., Philadelphia.

process has reduced product shrinkage to 0.5 per cent, permits the firm to organize production with an output of from two to four cuts per minute, allows it to buy items in long supply and maintain adequate stock to fill all orders.

MONEY: Since its organization in 1953 the Small Business Administration has loaned \$850,000,000 to small enterprises, said Robert F. Buck, deputy loan administrator, Small Business Administration, Washington, D. C. These loans have ranged from \$1,000 to \$350,000 with the average loan being \$40,000. About 60 per cent of the loans are for \$25,000 or less and they generally are repaid on a monthly installment plan within five to six years with 10 years as a maximum.

What constitutes a small business will depend upon the industry. He noted that there are certain requirements for getting a loan: 1) Inability to obtain a regular commercial loan; 2) Possession of collateral to protect the SBA loan, and 3) Evidence of integrity and ability

nate air pockets that can lead to dehydration. They protect the meat from shopper damage and contamination since they cover the entire cut. The hot melts are flexible at freezer temperatures and do not chip or crack. They can be applied with automatic equipment.

The hand technique for applying the hot melts is slow while the machine method requires a large capital investment. The machines are being manufactured but are not yet on the market. In future installations the incoming meat would go to a preparation room where it would be cut to the desired size, to the -40°F. freezer, through two hot melt dipping cycles, to packaging and then to a 0°F. holding room. Labels would be placed on the meat prior to coating.

EXPANDING MARKET: The scope of the public feeding market was outlined by Charles Loeffel, executive vice president of Ahrens Publishing Co., New York. Public feeders in 1939 had a volume of \$3,500,000,000. By 1959 this volume has grown to \$18,000,000,000,



NEW YORK CITY purveyors present included (front): E. T. Jobbagy, Pacific Hotel Supply Co.; Richard Greenebaum, M. H. Greenebaum, Inc.; Joseph Madine, George Schaefer & Sons, Inc., and Seymour Shindler, Puritan Beef Co. Back, Benjamin Young, secretary, Meat and Poultry Purveyors Association; Jason Chios, Peter Petersen, Al Lowenstein, Dan Buchsbaum, N. Schweitzer, jr., James Smith and P. Spitler, jr.

in the management. He cited several loans made to meat purveyors, one being for a new plant with the SBA advancing 50 per cent of the capital required for plant and equipment, and one of \$145,000 to supply working capital.

The interest rate on SBA loans is 5½ per cent, but since this is ½ per cent below most commercial levels, it creates a problem. Good bank customers can get certification of inability from their banker and float a loan through the SBA rather than through regular banking channels. Buck said that the SBA applies no controls over a borrowing business except to require P & L statements regularly. Control is exercised over inventory when it is the loan collateral. The inventory must be placed in a bonded warehouse under the laws in most states.

Buck said that officials of a closely-held corporation must personally endorse a loan, since the SBA demands that the principals demonstrate sufficient faith in the enterprise to back it with their own holdings. An applicant with outside holdings, such as stocks, might be required to liquidate these equities and place the funds in the business.

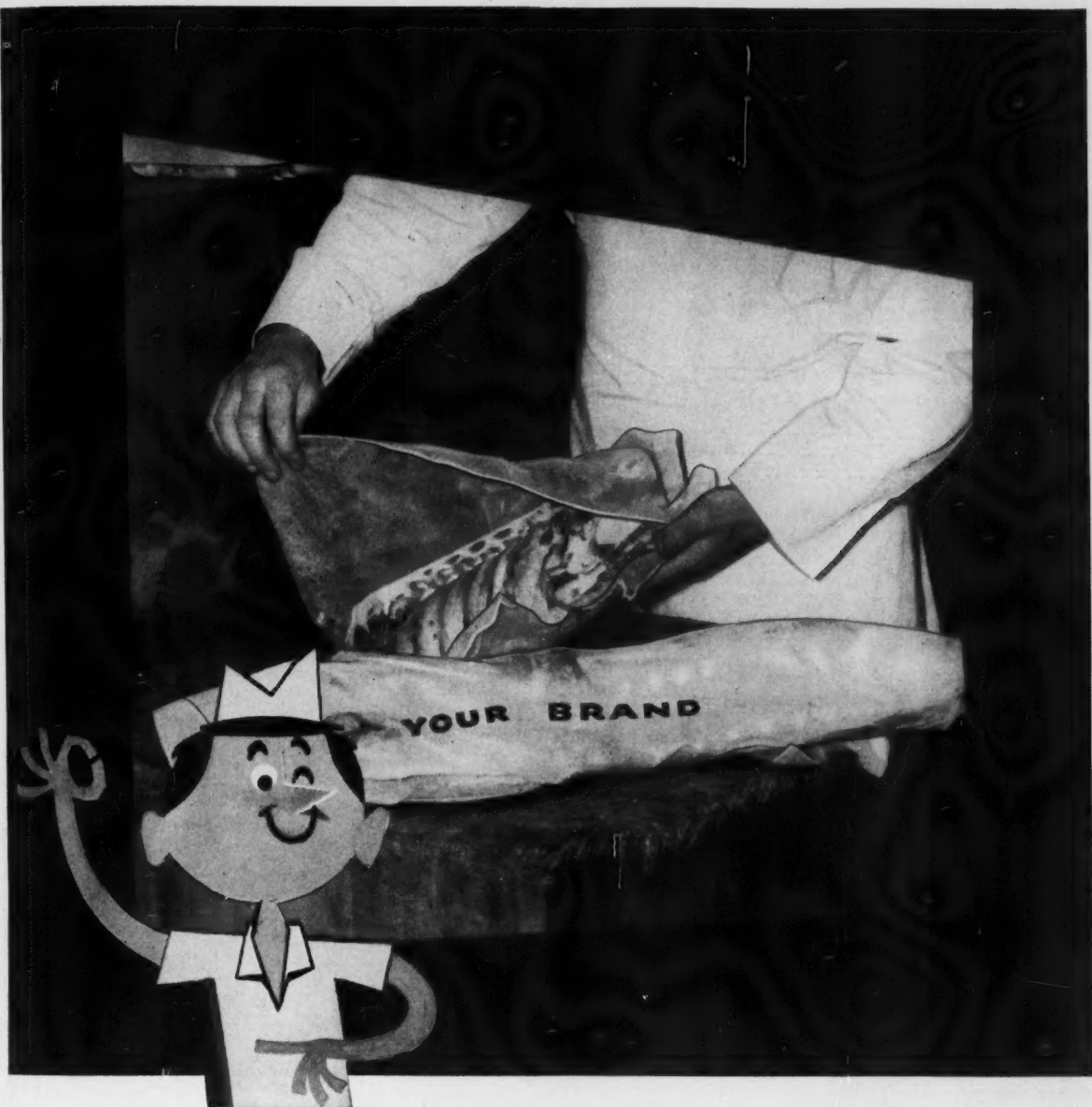
Some of the principal advantages of hot melt coatings for frozen meat were described by W. M. Westveer of the Dow Chemical Co. The hot melts are clear so that the product is shown to full advantage. They can be removed by peeling; when slit with a knife, they will come off. They are skin-tight, conform to the shape of the frozen meat cut and are moisture impermeable. They protect the quality of the meat since they elimi-

and if the projected rate of growth is continued, sales will amount to \$35,000,000,000 by 1975.

There are 500,000 public feeders in the United States and virtually no two are alike. Volumewise, 60 per cent of the business is accounted for by the quality eating places, such as good restaurants, hotels, clubs, etc. Quality is a major consideration in food purchasing by these organizations which have kitchens and storage facilities. The quick-lunch type of public feeders account for 20 per cent of the volume. Their cooking is done back of the counter and generally there is little storage space, creating delivery problems for the supplier. Price is generally an important factor in purchases made by this group. The last group consists of the feeders who serve captive eaters, such as in schools, prisons and industrial plants. While these establishments have good equipment, they generally buy on a bid system.

About 75,000 of the public feeders do 70 per cent of the business. The largest in this group are the restaurants, which number about 50,000; hotels follow with 7,000 units; hospitals include 4,000 and clubs and schools include 2,000 each. The balance are miscellaneous public feeders, such as airlines, steamship companies, etc.

Meat is an important item in the purchasing of this group, accounting for 32¢ of their buying dollar, with another 8¢ going for poultry. Furthermore, about 95 per cent of the failures among the public feeders are directly traceable to their inability to buy, prepare, and cost meat, asserted Loeffel. The public feeder needs help from the purveyor in cooking and pricing meat. He



KVP LOIN WRAPPERS effectively guard pork ...and can sell your brand name, too

KVP Loin Wrappers are made in three different basis weights to suit your special needs. The papers KVP, the paper people, make for this purpose have a high degree of wet strength and grease resistance. They peel off the loins readily and in one piece.

If you ship frozen loins KVP's D-O-K

Waxed Paper is engineered for this special kind of protection. You can count on KVP Loin Wrappers to do a top-notch job in guarding freshness, flavor and appearance whether the meat is fresh or frozen.

Your wrappers can carry your brand name or advertising message at slight

cost over plain paper.

Other KVP papers for packers:

Smoked Meat Wrappers • Can Liners
• Beef Wrappers • Layer Sheets • Lard
Carton Liners • Printed Overwraps •
Barrel Liners • Truck and Car Liners.

Write for samples and full information.



...the paper people

THE KVP COMPANY, KALAMAZOO, MICHIGAN • HOUSTON, TEXAS
DEVON, PENNSYLVANIA • STURGIS, MICHIGAN • GRIFFIN, GEORGIA • ESPANOLA, ONTARIO • HAMILTON, ONTARIO • MONTREAL, QUEBEC

should also be given information on how to cook frozen meat. Much has been written on how to freeze meat but very little, if anything, on how to cook the frozen product afterward.

He also observed that the public feeder is plagued with labor problems. European-trained chefs are no longer available, while those trained by 180 cookery schools in America want to be managers; nobody wants to get behind the frying pan.

The public feeder often lacks knowledge of the services performed by the meat purveyor and some actually try to buy meat at retail from the big food stores, failing to understand why they must pay more wholesale for meat when it is sold for less at retail by these large outlets.

He suggested that the purveyor salesman should keep a menu file on his public feeder accounts. This will supply a number of useful facts. It will tell about the type of establishment the customer is running, the type of equipment he has; it will give the work order for the cooks and buyer and will be a guide as to the types of items that customer can be sold.

Some hotel and restaurant managers say that they would like to have the meat purveyors' salesmen call on them as well as the buyer. One suggested that they leave self-addressed envelopes behind so that orders can be mailed between calls. Others want to be informed when substitutions are made in orders or when an order is being shorted. Loeffel urged the association to continue its advertising effort in trade publications as this creates prestige.

TENDERNESS: Some of the problems encountered in attempts to evaluate the eatability of beef and the effects of chemical tenderization and ageing were described by Dr. D. M. Doty, associate director, American Meat Institute Foundation. The ultimate determinant of beef quality is what the eater accepts as a quality piece of meat. The consumer is influenced by a number of factors, including appearance of the retail cut; the package; the distribution of fat and bone, and the meat's color.

Of all the factors involved in palatability, one of the most important is tenderness, for if a piece of meat is not tender, the consumer does not trouble to evaluate it further, Dr. Doty pointed out. This characteristic is influenced by a number of conditions, including genetics, age, finish, feeding and preslaughter treatment. It has been shown that tenderness is inheritable as to breed lines, Dr. Doty noted.

Experiments in preslaughter conditioning with sugar have demonstrated that livers can be made more palatable and larger, and that dark cutting meat can be eliminated completely.

Palatability is definitely influenced by cooking methods. Well-marbled meat is more palatable when dry cooked, i.e., by roasting or broiling. Work at the AMIF indicates that if fat moves to the connective tissue during moist cooking, the meat becomes more tender.

By ageing, meat is tendered through enzymatic action. In determining the time and temperature needed to attain a given level of tenderness, experiments were conducted in which beef was held at high temperatures. These pieces of beef were treated with antibiotics and ionizing radiation to control bacteriological spoilage. To achieve the same level of tenderness attained in beef aged at 32 to 36°F. for two weeks, the meat must be held seven days at 60°F.; or 48 hours at 90°F., or 24 hours at 110°F. The 110°F. level is above the optimum temperature range for microbial growth, but below the cooked color development range. Tendering can be achieved with chemical tenderizers which are composed



PURVEYOR ASSOCIATION'S reception and the annual banquet were held at the Diplomat Hotel's country club.

of salt, hydrolyzed vegetable protein and some enzyme, such as papain.

Dr. Doty then showed a curve to demonstrate the rate of enzymatic action in relation to temperature. There is little tendering action at 32 to 36°F.; the buildup is slow until 105°F., but a sharp increase in tendering occurs thereafter until about 140°F. and process terminates at about 155°F.

The first tendering is caused by the salt in the tenderizer and this takes place within about 15 minutes of application.

Use of chemical tenderizers does not guarantee absolute uniformity in tenderness in similar cuts of the same grade of meat. If 1,000 Commercial rib steaks were dipped in a tendering solution, some would be less tender than the average; others would be mushy, especially at the surface, but most would achieve an acceptably uniform degree of tenderness.

Because some people object to the aftertaste left by chemical tenderization, research workers are trying to develop materials free from this effect.

Other factors of palatability include juiciness and flavor. The quality of juiciness is dual in nature, involving the free fluid which gives a sensation of juiciness during the first few bites and the sustained juiciness which lasts until the meat is masticated. While flavor is hard to evaluate, the AMIF has isolated a material which has no flavor or odor while cold, but does have a strong odor characteristic of charcoal broiling when heated.

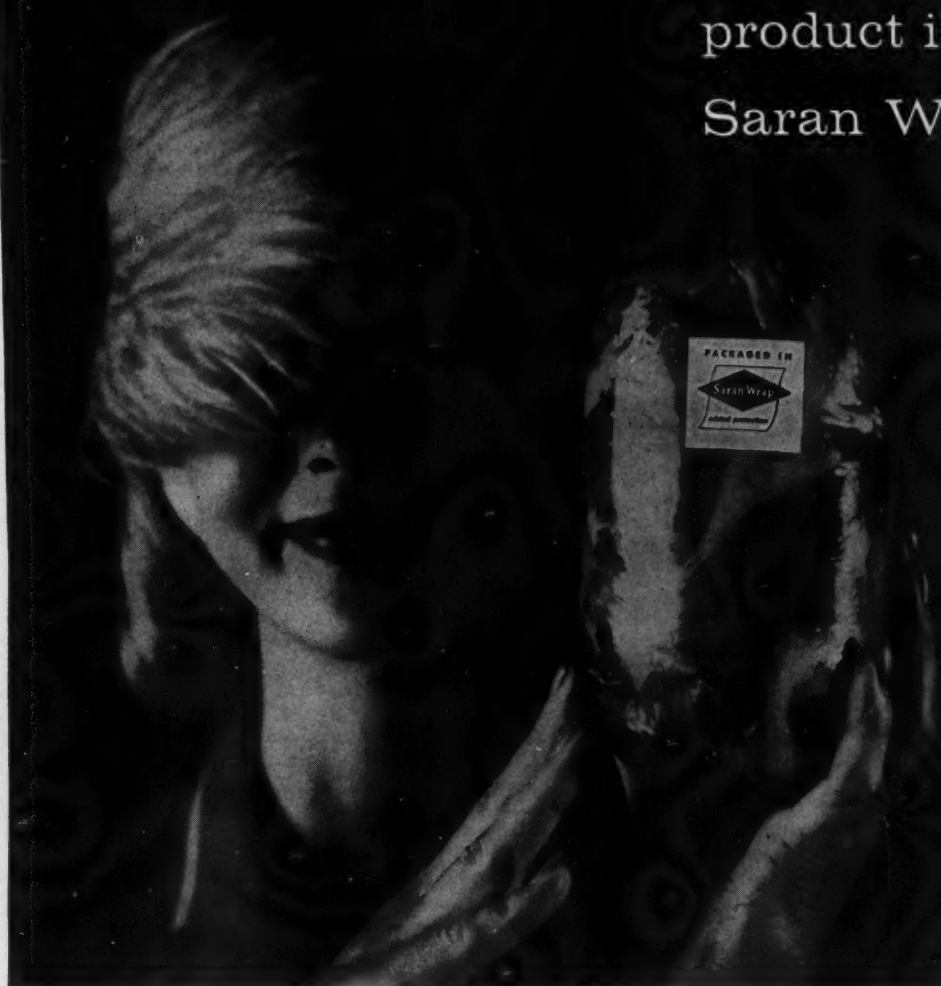
Several questions were asked about the rate of tenderization in normal ageing. Dr. Doty observed that while some, including Dr. Detherage, claim this effect takes place within the first 14 days, achieves a plateau until about the 28th day and then sharply increases, he believes that normal tendering by ageing takes place within the first 14 days.

PRESERVATION: In discussing some of the work being done in meat preservation, Dr. Doty touched on a common problem, the bone souring that sometimes occurs when the round is roasted as a piece. He said that it is natural that this should occur from time to time since the center meat close to the bone heats more slowly than the other sections and thus remains longer in the dangerous temperature range for bacterial growth. The best solutions to this problem are rapid chilling of the dressed carcass, holding it through the cutting-merchandising cycle at low temperatures and maintaining rigid sanitation. These steps minimize the bacterial load in the meat at the time of cooking. Dr. Doty said that the use of ultraviolet or ozone lamps has been overrated since they kill only airborne bac-



PACKAGING FILMS

She would
still choose the
product in
Saran Wrap!



One touch tells why! Naturally—because she likes the friendly touch of Saran Wrap*! Your product packaged in this crystal-clear, plastic film is pleasant to pick up and handle. It sparks more sales for you. And—it gives maximum protection all the while. Because Saran Wrap is moistureproof, it helps keep weight, flavor, color intact. It promotes that just-packed appearance shoppers prefer. Saran Wrap means fresher foods to millions of homemakers. Let Dow packaging service help put "sell" into your products, long range savings, too! Write THE DOW CHEMICAL COMPANY, Midland, Michigan, Plastics Sales Dept. 2266CV11-14.

*Trademark

Package your meats confidently in Saran Wrap—the same protective wrap millions use every day in their homes!



*Nothing saves
like Saran Wrap*

THE DOW CHEMICAL COMPANY • MIDLAND, MICHIGAN

teria which generally do not cause spoilage. Ozone is effective if the level is high enough, but people cannot work in such an area. Some plants have ventilating systems that dispel the ozone before an employee enters the ageing cooler and therefore can hold an effective concentration.

While freezing effectively stops bacterial spoilage, it does not retard flavor changes. Beef cannot be held over 18 months in frozen form and still possess maximum flavor acceptance. Nine months is a safer holding period, Dr. Doty stated.

In reply to a question as to what effect freezing and holding at freezing temperatures have on the meat quality, Dr. Doty commented that slow freezing causes larger crystal formations between the muscle cells which are not reabsorbed upon thawing. Even after blast freezing, the frozen moisture eventually sublimates and migrates to form larger crystals. Large crystal formation is also accelerated by temperature cycling. In reply to a question as to whether blast freezing at -30°F . for 15 minutes, holding for 48 hours in a 0°F . freezer and then moving to a loading dock and into 0°F . trucks would cause this crystal formation, Dr. Doty said that the time interval is much too short to cause much of a temperature rise in the packaged product in question.

A cutting demonstration was presented by Max O. Cullen, assistant manager of the National Live Stock and Meat Board, who showed what can be done with lamb, pork and beef. He took a lamb breast, separated the back rib which could be sold as a barbecue item, and removed the seam from the brisket, leaving a lean piece of meat. He divided this piece and added half of the neck point which can be knitted in with a mechanical steak maker to produce a pan-ready lamb steak. He also showed the group several of the Board booklets which are useful to purveyors, such as "Cooking Meat In Quantity" and "133 Recipes."

Basic principles involved in setting up work standards in a purveying establishment were discussed by C. V. Olmstead of Armour. He said that amazing results are sometimes derived from methods studies. Once performance standards are established, guesswork is eliminated, benchmarks are set up and the range of uncontrollable costs is narrowed. Actual time and motion study by a competent individual will break the job into its smallest measurable elements, time the whole operation and analyze it with respect to personal needs, inherent delays, the degree of attention required, etc. The methods man must have the confidence of employees, be able to communicate with them, and he must be thorough and patient. The employees must be convinced that it is a competitive necessity for the business to get an honest day's work for an honest day's pay. Employees must be taught that time study is not a technique for overworking an employee, but rather one for reducing his needless efforts and increasing his overall performance.

Once the method for doing a given job has been established it should be reduced to writing and this information should be given to all employees who are expected to perform according to the method which has been prescribed.

FEDERAL GRADING: Aspects of meat grading and certification were reviewed by John C. Pierce, deputy director of the USDA Livestock Division, who noted that about 70 per cent of block beef is federally graded.

The percentage of beef graded in response to consumer demand is greatly overrated. Studies to date indicate that the housewife knows little about federal grades and actually buys her meat at a store that car-

ries the type she wants at the price she feels she can afford to pay for the product.

Some retailers demand federally graded beef because it relieves them of the necessity for personal inspection and it permits them to buy beef of consistent quality with minimum effort. Thus they can feature the same kind of beef on a week-in-week-out basis. Some smaller packers want the grading service because it permits them to compete in the national market. Since all segments of the meat industry do not have the same economic interests in grading, there is bound to be some disagreement. The most common complaint of packers is that the meat is undergraded, while buyers charge that it is overgraded.

Pierce said that the grading service is constantly striving to narrow the field of error in grading. The system is divided into 15 areas and each has a supervisor who checks the work of his men. The supervisors are checked by six national supervisors who travel the whole circuit. Grading performance is reviewed by spot checks at the major receiving centers, such as Miami and New York, and if any grader appears to be deviating from the standards, he is told to bring his interpretation within the framework of USDA specifications.

Any buyer or seller can appeal grading and if more than 10 per cent of a lot of carcasses is found to be out of grade, the whole lot is regraded at no cost to the complainant. Workshop seminars are held periodically for all graders and more frequently for the supervisors to broaden the common interpretation of grade terminology, Pierce explained.

Contract research conducted for the grading service by the AMIF has established that present grades reflect palatability, although all carcasses will not eat in grade, according to Pierce.

Pierce then commented on the exploratory studies on cutability in which an attempt is being made to reconcile the conflict between quality factors which determine palatability and conformation. One solution being explored is the possibility of evaluating live cattle in the same manner that hogs are valued in merit buying. There are indications that the yield of major cuts can be predicted from the live animal.

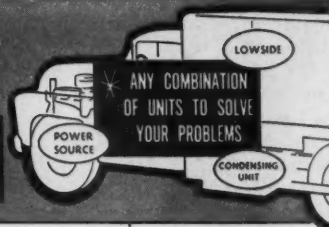
Pierce described certification as a quality inspection service that the USDA performs for buyers in accordance with product standards previously accepted by the grading service. Steamship companies have been using this service for over 30 years and 28 states have standards on the basis of which the grading service will furnish certification. The seller pays for this service. Three years ago the USDA requested the states to standardize their specifications and recently the service has issued a series of specifications for fresh beef, veal, calf, lamb and mutton and pork. Specifications for cured pork and sausage are being developed.

The annual convention bull session, held under the chairmanship of Clarence Becker, provided practical, if sometimes augmentative answers to problem questions of the purveyors.

Members of the New England group declared that the new 0°F . frozen food product delivery laws now in force in Massachusetts and Connecticut pose some serious economic problems for the industry. Since dry ice is unacceptable as a supplementary refrigerant, the new laws will compel the meat purveyor who is shipping frozen product with fresh, either to buy new dual temperature truck bodies or to ship by common carrier. Some observed that while the delivery operation is being supervised, nothing is being done about maintaining frozen food quality at the retail store level. On their own initiative two national food chains now

KOLD-HOLD®

TRUCK REFRIGERATION

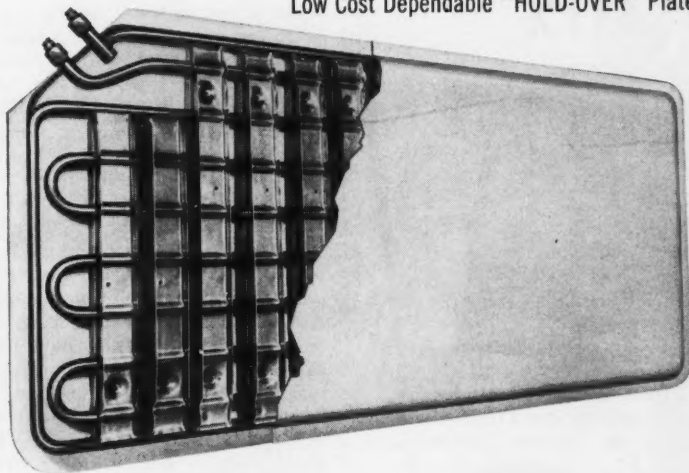
**MARK**
mechanical**CROWN**
hydraulic**LANCE**
retail milk**CREST**
packaged condensing unit**BLOWERS**
hi and low temp**PLATES**
quick action and hold-over

ENGINEERED TO THE NEED— MINIMIZES MAINTENANCE PROBLEMS

A complete line of drives, low sides and high sides makes it possible for KOLD-HOLD to engineer refrigeration systems that match the operating requirements of the individual truck. The right units are selected to meet the body size and temperature required, length of route, number of stops, road time versus "curb time" and many other variable factors. The result is a refrigeration system with the capacity to provide plenty of protection for the load without exceeding the mechanical ability of the system. This carefully built type of refrigeration system is paying off for thousands of satisfied users in unflinching load protection with minimum truck "down time" and maintenance.

Ask your KOLD-HOLD man to help you analyze your truck refrigeration problems. It will pay to invest in equipment tailored to your needs.

Low Cost Dependable "HOLD-OVER" Plates

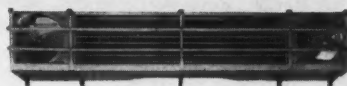


Modern, streamlined KOLD-HOLD "hold-over" plates provide bonus refrigeration for lasting load protection. They are designed to save weight as well as to give you all the refrigeration you need.

The streamlined design produces exceptionally effective air flow. Internal fins spread the heat absorption qualities over the entire surface areas of both sides of the plate. Patented perimeter freezing permits complete filling of the plates without danger of strain on the seams during freezing. This means more "hold-over" refrigeration than provided by conventional plates of the same size.

KOLD-HOLD "Hold-Over" Plates are available in 1", 1½", 2", 2⅝" and 3¼" thicknesses; sizes in 18" to 36" widths and 30" to 120" in length; capacities to 42,000 BTU. They can be used with KOLD-HOLD MARK and CROWN continuous truck refrigeration condensing units or for virtually every application with make-and-break connections or mounted compressor where continuous refrigeration is not required.

For trouble-free, economical "hold-over" refrigeration in trucks requiring temperatures from -10° to +60°, use the most advanced plate on the market today — KOLD-HOLD "Hold-Over" Plates.

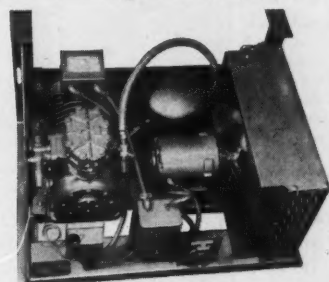


LOW-TEMP BLOWER

The advanced design of the KOLD-HOLD SUPER "50" Blower offers important advantages over conventional types of blowers. Its "Ribbon" design gives more load and aisle space. The two fans are positioned to direct the air around the load to envelop your product in a protective blanket of cold. The SUPER "50" represents the ultimate in load protection for truck bodies.

PROVEN POWER SOURCE
for MECHANICAL DRIVE

The flexible shaft drive system used in KOLD-HOLD MARK AND LANCE systems has proved simple and trouble-free in many automotive applications. Power is transmitted from the truck engine crankshaft through the flexible shaft and a cushioning electric clutch.



PACKAGED CONDENSING UNIT

This KOLD-HOLD unit is a complete high-side ready for installation and use in freezing "hold-over" plates. It features easy installation and servicing. Plugs into electrical outlet to freeze plates in truck on "stand-by" or over night.



WRITE TODAY FOR
FREE CATALOG NO. 58

KOLD-HOLD®

division

Tranter Manufacturing, inc.

200 E. Hazel St.

Lansing 9, Michigan

require that frozen foods must be delivered at 0°F.

To get firmer and juicier ground beef at the Urban N. Patman plant in Los Angeles, a 300-lb. charge of meat is placed in a Seydelmann cutter along with 3 lbs. of granulated dry ice and the cutter is operated for 1½ minutes. The meat is then run through a ½ in. plate. The temperature of the ground beef is 32°F. as it comes from the grinder.

Ed Heuck, Reliable Meat Co., San Francisco, reported that his plant uses a Buffalo grinder to prepare ground beef for forming into patties with a Hollymatic unit.

A discussion then followed on how and when to add dry ice to ground beef. Several reported that they add it on the first grind, and some do so after the second grind as the meat is discharged in a sausage truck. Some hold the dry ice-chilled product overnight before packaging.

Ellard Pfaelzer, jr., Pfaelzer Brothers, Inc., Chicago, reported that his firm cooperated in studies made by the QM Food & Container Institute on the dry ice chilling of ground beef. These studies established that 6½ to 7 lbs. of pelletized dry ice are needed per 100 lbs. of meat which is added to the product

as it is laid in layers after the second grind is accomplished.

What about the economics of using a night crew? Several purveyors reported that they get the best performance from their boners at this time. Night work is most generally used, however, for truck loading.

Hugo Del Pero of Del Pero Mondon Meat Co., Marysville, Cal., said that his plant, which packages all items and produces them to inventory, has three crews working around the clock: the first produces standard cuts for inventory; the second assembles orders and loads trucks, while the last shift prepares portion control cuts. His plant pipes music for the night crew.

COMPENSATION: How do you pay a salesman—commission, straight salary or salary plus bonus? In general it was agreed that the best results are secured by paying on a commission basis.

To get price list adherence, one purveyor pays 3 per cent on products sold at the list and 2 per cent on those that are close. E. M. Rosenthal, Standard Meat Co., Ft. Worth, said that his firm pays 5 per cent on list sales; 4 per cent on those priced at less than list but up to 95 per cent of list, and 3 per cent on those priced at 94 to 90 per cent of list. These rates are on house items and lower rates are paid on jobbed items. Another purveyor pays 3 per cent on the first \$3,000 of sales, 4 per cent on the next \$1,000 and 5 per cent on dollar volume above this weekly sales figure along with \$13 car allowance and gas money. One charges back bad debts while another does not pay commissions until accounts have been collected. Several said they have union salesmen with union pay scales.

Several members reported on methods used to get safe driving performance. Pierce & Reese, Inc., Philadelphia, puts \$25 per driver into a "kitty." For each accident, no matter to whom it is chargeable, \$5 is deducted from the driver's credit. At the end of the year, the safe no-accident driver gets his \$25 and a share of the forfeits. This plan has helped reduce driver accidents, according to Samuel Pierce, president.

Grill Meats, Inc., Sandusky, advances \$62.50 per driver for a safe driving year, payable a week prior to Christmas. If he has an accident, the salesman or driver forfeits a 60-day share of this fund and cannot participate for another 60 days. This, too, has resulted in improved driver performance, said president Sam Stein of Grill Meats.

GROUND BEEF: The group then

WHEN YOU
THINK OF

SAUSAGE

THINK OF

SEELBACH

CUT . . CHOP . . MIX
In One Operation with
CUTMIX



CUTMIX

and only CUTMIX has the Exclusive New Patented Cover and Knife design which is essential to produce a superior pork sausage chop and a finer emulsion.

CUTMIX has no equal in performance. CUTMIX will speed production and give you a superior product at a great profit to you. CUTMIX will give you the finest emulsion, pork sausage, dry sausage and more tender hamburger.

Available in 7 sizes . . . 65 to 640 lbs. Powerful 2-speed motor . . . Push button controls . . . can be set up with 3, 6, 9, or 12 knives.



CUTTER KNIFE



VACU-CUTMIX

for more information write—

K. C. SEELBACH CO., Inc.

Exclusive representatives of Kramer-Grebe & Famo in the United States and Canada

260 WEST BROADWAY

NEW YORK 13, NEW YORK

Phone: Walker 5-0980-81

Improved BOSS STUFFERS

NEW SAFETY

Patented Safety Features include . . . lid cannot be closed while fingers are exposed . . . stuffer cannot be opened while piston is subject to working pressure.

NEW ECONOMY

Modern Flat-Top design permits complete ejection of meat from cylinder. Vacuum-assisted piston speeds refill cycle for increased volume and profit-potential.

NEW EFFICIENCY

Patented, stainless-alloy Micro-Set Valve speeds production. It is leak-proof, non-binding and easily disassembled for fast and thorough cleaning. Another BOSS Exclusive!

OTHER PROFIT-MAKING FEATURES

Available in 100 to 600 lb. capacities.

On 300-400-500-600 pound sizes, lid and yoke swing on ball bearings for ease of opening and closing.

Lid is centered automatically when yoke is swung to "closed" position.

Rubber packed, semi-steel lid fits flush into safety ring for complete emptying of cylinder.

Yoke is electrically refined cast steel, and is equipped with spring actuated centering pin for perfect lid alignment.

Coarse pitch, double lead screw for rapid operation of lid.

Cylinder of heavy nickel bearing semi-steel is machined and polished inside for efficiency and cleanliness.

Flat top, floating piston has air-tight packing. Piston and packing easily adjusted without removal of piston from cylinder. Piston fits flush against lid and safety ring for complete ejection of meat.

Right or left air intake (except 100 lbs. size which has one air intake only).

Globe valve and syphon create vacuum beneath piston for quick return.

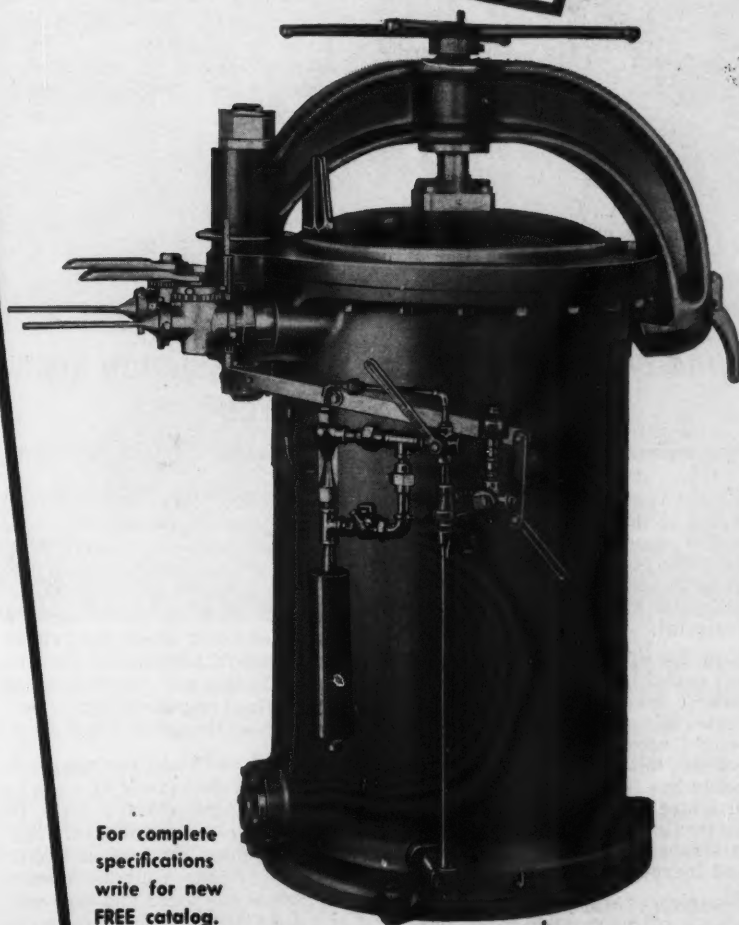
Silencer for air exhaust.

Patented, stainless alloy Micro-Set Stuffer Valve is leak proof, non-binding and easily disassembled for cleaning.

Two stuffer cocks on all but 100 lbs. size.

Two sets of stainless stuffer tubes with each stuffer (except 100 lbs. size, which is equipped with one set).

Zerk grease fittings throughout.



For complete specifications write for new FREE catalog.

THE *Cincinnati* BUTCHERS' SUPPLY COMPANY
CINCINNATI 16, OHIO



7262

discussed the various formulas for ground beef and methods of keeping the fat to lean ratio in compliance with regulations, customer specifications and plant yield standards. Several purveyors reported that they make several types of ground beef. One purveyor makes three grades—15 to 18 per cent fat, 22 to 24 per cent and 26 to 28 per cent—with the highest fat percentage item being the best seller. Wisconsin and Massachusetts by law limit fat to 25 per cent maximum. The Babcock technique for rapid fat determination was described by E. M. Rosen-

thal. To speed up the separation process the chemist at Grill Meats, Inc., employs a small dairy type centrifuge, said Gordon Erickson.

The handling of meat for ground beef was reviewed. At Washington Beef & Provision Co., Washington, D. C., a belt conveyor is used to convey the coarsely ground meat to the feed pan of the fine grind unit, according to Irvin Kolker. Mel Penner of Penner Provision Co., Pittsburgh, suggested that the industry explore the possibility of using sausage room charging buckets.

Ellard Pfaelzer, jr., described a

rapid method of shaping ground beef into 12½-lb. loaves. An elongated horn is attached to the grinder and feeds onto a St. John forming table that produces the desired shape and weight within several ounces. The table has a flip discharge arrangement so that while one form is being filled, the other is being wrapped and checkweighed. Robert E. Smith, Anderson-Smith, Inc., Dearborn, Mich., said that his firm is working with the Cryovac company in the development of a pressure packing system for ground beef that also works from the grinder.

Truck bodies and refrigeration were reviewed briefly. Clarence Becker said that his firm has ordered a plastic truck body with side panels that require no painting. The 12-ft. body is light, can be patched if damaged and the cost is \$3,000. Stanley Feldman asserted that his firm has taken delivery on new truck bodies in which the Kold-Hold plates are mounted on the ceiling, providing more inside loading room and eliminating cargo-to-plate contact. The trucks also have slideaway doors and can be backed flush with a loading dock.

Hugo Del Pero asked what could be done to speed collections from purveyor customers who, since the advent of credit cards, have been taking a longer time to pay their bills. Apparently public feeders are trying to avoid paying the credit card service charge of 4 to 5 per cent by billing the card holders directly. Art Greer suggested that public feeders be told about the advantages of collecting through the credit card companies, one of which pays within 24 hours. By billing his customers directly, the public feeder is losing the use of his own money for many days.

PORTION CONTROL: Members of the portion control committee reported on various phases of this operation. Ellard Pfaelzer, jr., described the packaging and freezing of portion control items as conducted at his company. The meat purveyor ships in a one-piece corrugated box with a capacity of 10 lbs., and in another of the same width and length that holds 25 lbs. The one-piece construction reduces setup and closure time and affords greater protection since there are only three side openings rather than four. The boxes are lined with a Jiffy insulator. Some of the cuts packed in the box are placed in a polyethylene liner. The more expensive items are also wrapped individually in MS 80 cellophane or the meat layers may be separated by heavy waxed inter-



WHATEVER YOUR LOW-TEMPERATURE INSULATION NEEDS UNITED CAN SERVE YOU

From engineering design to final installation in CORKBOARD or EXPANDED POLYSTYRENE

United's patented process BB Corkboard is the long established, job tested insulation material. Block baked of 100% cork with no fillers or binders, it has a low K factor, is fire retardant, insect and vermin resistant.

Equally effective is Uni-Crest expanded polystyrene, United's newest development in insulation materials. This modern, lightweight, snowy white material, composed of minute, individually closed cells, has a low K factor, low moisture absorption, and retains its insulating value indefinitely. It is strong, flexible, easy to handle and inexpensive.

Experienced engineers, at United's branch offices coast-to-coast, offer complete consulting and design ser-

vice on both cork and Uni-Crest installations. Each installation is specifically planned to meet requirements of the job. Skilled crews, working out of these same offices, carry out the entire job of erecting insulation under direct supervision of engineers responsible for the design. In this way you are assured of undivided responsibility for performance of the entire installation.

Both Cork and Uni-Crest are available in a wide variety of sizes in board and pipe covering form. In addition, United provides cork lagging and discs for tank and filter application, as well as a self-extinguishing board and pipe covering of Uni-Crest. Write for more complete information.



UNITED CORK COMPANIES

Since 1907



5 Central Avenue, Kearny, New Jersey

Branch offices or approved distributors in all key cities



ROYAL CUTTING BOARDS



**"We're completely
sold on U.S. Royal
Cutting Boards,"**

says Wilson & Company butcher

Lowell Meier shows how lightweight,
portable U. S. Royal Cutting Boards
are easily cleaned...no scraping necessary.

"...and the boss is, too," he adds.

The "boss" is plant superintendent W. W. Whitford, who says: "We have about 50 boards in continuous use at present. Eventually, we'll convert our entire production line to 'U. S.' Cutting Boards. They're a terrific improvement over wooden boards, averaging sixteen times longer life. And they pay for themselves in the first 18 months. Add to these economies all the other advantages of easy cleaning, no warping or chipping, simple maintenance, light weight and portability—and you see why we're sold on these boards."

U. S. Royal Cutting Boards are made of a special hard synthetic compound, hard enough to resist gouging, yet not so hard as to dull knife blades.

When you think of rubber, think of your "U.S." Distributor. He's your best on-the-spot source of technical aid, quick delivery and the finest quality industrial rubber products.



Approved by the National Sanitation Foundation.



Mechanical Goods Division

United States Rubber

WORLD'S LARGEST MANUFACTURER OF INDUSTRIAL RUBBER PRODUCTS

Rockefeller Center, New York 20, N.Y.

In Canada: Dominion Rubber Company, Ltd.

leaves. The shipping container and the interleaves carry the firm's brand name and trade mark. The meat cuts are packaged fresh and then are frozen.

Pfaelzer uses two freezing techniques, the blast tunnel and the contact plate. In the blast freezer the air temperature is maintained at -40°F . The boxes are placed on trucks and moved into the blast freezer where product is frozen at the rate of 1 in. of box depth x five. For example, a 3-in.-deep box will require approximately 15 hours in the blast freezer.

In plate freezing the boxes are placed in the lower plate which is

then raised hydraulically so that two sides are in contact with plates holding a -40°F . brine solution. The rate of freezing is much faster—three hours for a 2.75-in. box depth. Frozen meat is stored in a 0°F . holding freezer.

Herman Waldman, Waldman's Meats, Inc., New Castle, Pa., described his experience in tendering meat chemically. He is experimenting with beef extract as a replacement for hydrolyzed protein in a papain type tenderizer, which seems to eliminate the aftertaste.

Loins to be tendered are cut into portions and placed in one of two plastic containers holding the ten-

dering solution. As the containers are filled they are moved to the breaching machine and placed on the intake conveyor. The solution drains off the cuts on the conveyor and is reclaimed and reused. The girl placing the steaks on the conveyor handles about 15 pieces per minute, emptying the container in about three minutes.

With boneless cow strip steaks, which are cut 1-in. thick, the whole strip is first scored by a one-time pass through a mechanical steak tenderer. The steaks are then cut and chemically tendered. Prior to adopting mechanical scoring, the firm had difficulty in getting tenderizer into the meat. Swiss steaks made from a top cow round also are passed through a mechanical tendering machine before other preparation of the meat.

The meat purveyor supplying portion control or oven-ready meats needs an adequate and dependable source of supply, Stanley Feldman of St. Louis pointed out in his discussion on buying techniques. Paying the top market price at all times will assure adequate supply, but it also is a sure way to bankruptcy. There are two general approaches to the buying problem. One is to concentrate buying with a few packers so that one becomes an important factor in their business. The second is to spread the buying to a larger but definite group of packers. Purchasing policies that will contribute to good relations with a packer are:

1. Try to buy meat as consistently as possible so that the packer can depend upon the business.
2. Decide what items are to be bought from a given source. If a new item is being purchased, make sure the seller knows what you want.
3. As you cut or fabricate a new item, start your purchases slowly, increasing them with your own expansion of the item.
4. Hedge against short supplies by buying items when they are long. This makes for better profits and permits the maintenance of a more stable selling price.
5. Convince the supplier that you have growth potential. He wants to do business with those who will help him expand.

SELLING RETAIL: After considerable consideration, his firm decided that the modern housewife would welcome the opportunity to buy portion control frozen meat of a consistent quality, and accordingly, began to sell its purveyor-packed products to consumers at the plant

[Continued on page 34]

can humane stunning be easy?



The Koch Stunner is a one-man, one-hand, one-second operation. The Stunner does not slay. The animals slump into unconsciousness. There is no bullet to strike a human or to miss the target. Animals feel no pain. The Koch Stunner complies with all existing rules for humane slaughter. Price? Only \$100. Immediate shipment of stunners and ammunition.

Write today for KOCH Catalog 177!

In Canada . . . Sales and Service by

Simmonds Products of Canada, Limited, Hamilton, Ontario



A Division of
KOCH SUPPLIES INC.
2620 Holmes Street, Kansas City 8, Mo.
Phone Victor 2-3788



*{ This page is an actual, unretouched photograph of the Tramp Iron collected by Cesco }
Sausage Traps from sausage meat just before it entered the sausage casing.*

These can destroy
your most precious asset

CUSTOMER GOOD-WILL

What happens when one of
your customers bites down on a scrap
of metal in one of your sausages?

1. YOU HEAR ABOUT IT

THIS IS EASY. Your insurance attorneys can arrange a satisfactory settlement in case of suits. Your company can make explanations and apologies in case of complaints. The affair can end in a fairly happy manner.

2. YOU DON'T HEAR ABOUT IT

THIS IS DISASTROUS! You'll never know what hit you. The consumer vows never to buy your product again. The story of the metal scrap is told and re-told . . . always with *your brand name* emphasized. You have started an ill-will chain reaction that can cost you hundreds of customers and nullify years of hard work and thousands of advertising dollars before it ends. And that's just *one* sausage.

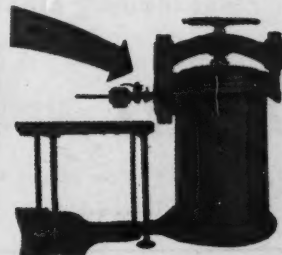
CESCO SAUSAGE TRAPS

remove Ferrous Contamination from Sausage Meats.

For prices, specifications
and installation information
Write to



SANITARY MODELS
FOR ALL POPULAR
SAUSAGE GRINDS



4025 Sebastopol Highway
SANTA ROSA, CALIFORNIA

SOME DEALER TERRITORIES OPEN

HOT or COLD



**STANDARD
IN THE
MEAT
INDUSTRY**

**CHECK
THESE
OUTSTANDING
FEATURES**



- ✓ 1. Modern design
- ✓ 2. Special ever-bright aluminum alloy
- ✓ 3. Easily cleaned
- ✓ 4. Self contained unit, easily installed
- ✓ 5. Ever-lasting
- ✓ 6. Stainless steel bowl—optional
- ✓ 7. Removable P-trap for use in areas where floor trap is required
- ✓ 8. High spray head and soap dispenser with each unit
- ✓ 9. Knife, cleaver sterilizer and drinking fountain optional extras
- ✓ 10. Designed especially for meat processing plants

**Manufacturers of
Meat Industry Products**

LeFIELL MFG. CO.

3359 Packers Ave., Los Angeles 58, Calif.
LUdlow 8-8266

THERE'S
MORE
PROFIT
IN
PORK/BACON
OPERATIONS

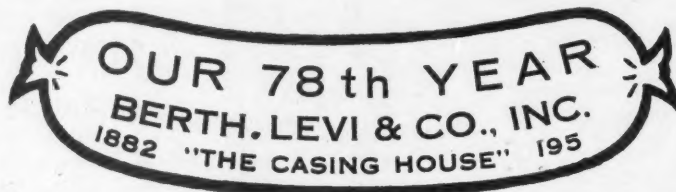


WITH **WOLVERINE'S**
PIGSKIN-FOR-LEATHER PROGRAM

If you kill 3,000 hogs per week it could be worth \$30,000 or more per year to you. A greater kill brings a proportionately greater return.

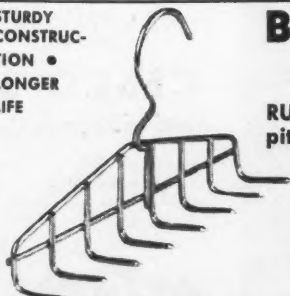
WRITE FOR FULL FACTS TO:

Gordon Krause, Executive Vice-President, Wolverine Shoe and Tanning Corporation, Rockford, Michigan



**CHICAGO • NEW YORK • LONDON
BUENOS AIRES • SYDNEY • WELLINGTON • ZURICH**

**STURDY
CONSTRUC-
TION •
LONGER
LIFE**



BACON HANGERS

STAINLESS STEEL

**18% CHROME
8% NICKEL**

**RUGGED—will not
pit or corrode**

LOWER MAINTENANCE COST

OTHER STAINLESS STEEL PRODUCTS AVAILABLE INCLUDING

SHROUD AND NECK PINS FLANK
SPREADERS SKIRT HOOKS
STOCKINETTE HOOKS BAR HOOKS
. WIRE MOLDS SCREENS

Manufacturers of Stainless Steel Equipment

SMALE METAL PRODUCTS

Division of BEACON METAL PRODUCTS

2632 S. SHIELDS AVE.

CHICAGO 16, ILL.

CALumet 5-8830

HYGRADE'S

• BEEF • VEAL • PORK • LAMB

• ALL BEEF FRANKFURTERS

• Complete line of SAUSAGE AND SMOKED MEAT

• WEST VIRGINIA SMOKED HAM

• CANNED HAMS and PICNICS

Let us work with you...

HYGRADE FOOD PRODUCTS CORP.

EXECUTIVE OFFICE: 2811 Michigan Ave., Detroit 16

CASING COLORS

(PRIMARY STRENGTH)



ATLAS
Certified Food Colors
INDUSTRY'S STANDARD FOR OVER 100 YEARS

CHERRY RED SHADES

Light, Medium and Deep

ORANGE SHADES

"Hercules" Repoline • "Hercules" Casiline

VEGETABLE LIVERWURST COLORS

Send for our new Atlas Food Color Guide and Price List. It contains important information for food processors.

H. KOHNSTAMM & CO. Inc.

161 Avenue of the Americas, New York 13

11-13 E. Illinois St., Chicago 11

2632 E. 54 St., Huntington Park, Calif

Branches in other principal cities of the U. S. A. and throughout the world



**WE'VE
BEEN
FREEZING
FOR
47 YEARS!**

FREEZING SPECIALISTS, that is!

Howe Refrigeration Equipment . . . compressors, components, or entire systems . . . can be correctly engineered to the exact requirements of your individual plant. Right-size-for-the-job equipment often spells the difference between problems and profits. Before you buy—it will pay you to know Howe!

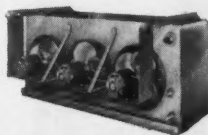
Your Inquiry Invited

HOWE ICE MACHINE CO.

2823 Montrose Avenue • Chicago 18, Illinois

Distributors in Principal Cities • Cable Address: HIMCO, Chicago

Howe's Custom-order Fabrication Shop puts the chill on High Operation Costs!

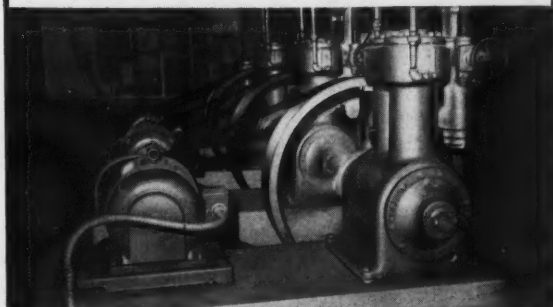


HOWE 3-FAN UNIT COOLER
For heavy duty, high tonnage blast freezing and freezer storage.



HOWE POLAR CIRCLE COILS
For freezer as well as normal temperature food storage.

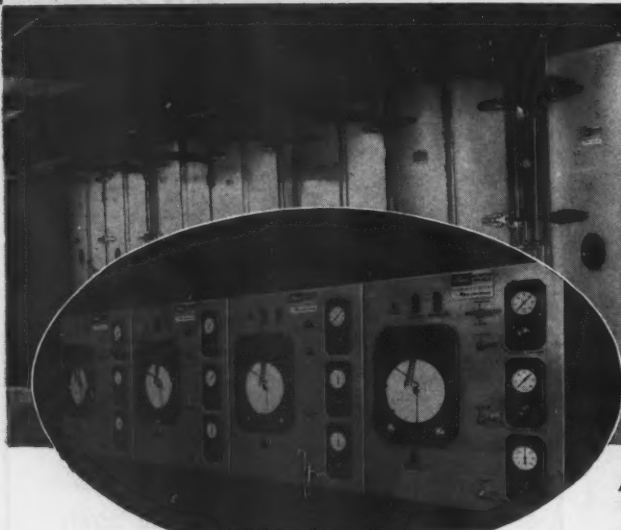
HOWE COMPRESSOR Model G—5 to 25T.
Others to 150T.



ATMOS

RETURNS YOUR INVESTMENT

WITHIN ONE YEAR OR LESS!



1215 W. Fullerton Ave. Chicago 14, Illinois EAsgate 7-4240

All inquiries should be addressed to appropriate representatives—

- Canadian Inquiries to:
McGruer, Fortier, Meyers, Ltd., 1971 Tansley St.
Montreal, Canada (La 5-2584)
- European Inquiries to:
Mittlehauser & Walter, Hamburg 4, W. Germany
- South, Central and Latin American Inquiries to:
Griffith Laboratories S. A., Apartado #1832 Monterrey, N. L. Mexico

ATMOS gives greater profits

- Highest possible yields
- Labor saving—less handling
- Increases salability of your product
- Uniform color and temperature load after load
- Less maintenance with trouble-free operation

Maximum Profits with ATMOS

- Western States Representative:
Le Fiehl Co., 1469 Fairfax, San Francisco 24, Calif. (ATwater 2-8676)
- Eastern States Representative:
Atmos Sales, Inc., 16 Court Street, Brooklyn, N. Y. (Main 4-2211)
- Australian Representative:
Gordon Bros. Pty. Ltd., 110-120 Union St.
Brunswick N. 10, Victoria, Australia

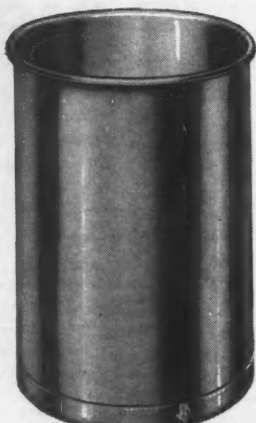
STANcase
STAINLESS STEEL
EQUIPMENT

STAINLESS STEEL DRUMS

Available in 3 Sizes

Model No. 30.....30 Gal. Capacity
Model No. 55.....55 Gal. Capacity
Model No. 60.....60 Gal. Capacity

Fully Approved by
Health Authorities



STANCASE SANITARY, FOOD HANDLING DRUMS are ruggedly constructed for long-life service of 16 gauge Stainless Steel. Inside surfaces are seamless; maintained sparklingly clean with minimum labor. Top rims are rolled over a steel reinforcing-rod and closed all around. Foot rings are made of Stainless Steel and are closed all around leaving no crevices where dirt might accumulate. Foot ring takes the abuse of service (bottom of drum does not rest on the floor) and eases the rolling of heavily-laden drum.

WRITE FOR CATALOG OF STANcase STAINLESS STEEL EQUIPMENT

AVAILABLE IN 3 SIZES

MODEL NO.	CAP.	DIAM.	DEPTH	HT.	WEIGHT
No. 30	30 Gal.	18 3/8"	28"	29"	42 lbs.
No. 55	55 Gal.	22 1/4"	34"	35"	63 lbs.
No. 60	60 Gal.	24"	30"	31"	68 lbs.

(Covers available for Models No. 30 and No. 55.)

MANUFACTURED BY

THE STANDARD CASING CO., Inc.
121 Spring Street • New York 12, N. Y.

HOG BUYERS EXCLUSIVELY

Geo. Hess
Murray H. Watkins

W. E. (Wally) Farrow
Earl Martin

HESS, WATKINS, FARROW & COMPANY

Indianapolis Stock Yards • Indianapolis 21, Ind.
Telephone: MEIrose 7-5481

HAM
BACON

SINCE 1878

LARD
SAUSAGE

"Partridge"

© THE H. H. MEYER PACKING CO. • CINCINNATI 14, OHIO



WESTERN BUYERS

LIVESTOCK BUYERS

Phone: Cypress 4-2411

ALGONA, IOWA

WE BUY HOGS IN THE HEART OF THE CORN BELT
10 OFFICES TO SERVE YOU



MAKE PURCHASING EASIER
USE THE "YELLOW PAGES" OF
THE MEAT INDUSTRY—

the classified volume for all your plant needs

The Purchasing GUIDE for the Meat Industry

A NATIONAL PROVISIONER PUBLICATION

A Glance at How Hormel Turns Lard Into Dough ...



MADE to order for the busy housewife who doesn't want to clutter her table with pots and pans, a ready-to-roll packaged pie crust of Geo. A. Hormel & Co., Austin, Minn., requires only two kitchen tools to prepare—a rolling pin and pie tin. Here's how the work-saving lard specialty is prepared at Hormel.

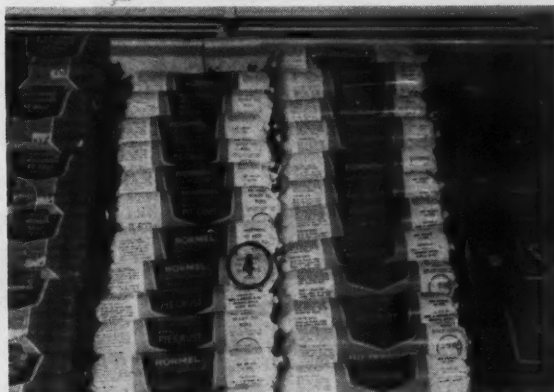
(1) Lard room attendant draws off lard in liquid form from votators, which have already reduced the temperature of the product from 140° to 72° F. She puts the lard into polyethylene bags while it is still pliable and easily workable. After slight cooling, the lard takes the shape of a cube and is ready for further processing in the department.

(2) Bagged cube of lard is placed into a mixer, where



an exact formula is followed in the preparation of the pie crust dough. About 500 lbs. at a time are mixed. (3) The product moves through a packaging machine and into a long bag which is pinched off when it contains exactly 14 oz., producing a "chub" package. Before it leaves the machine, the package is sealed tightly, ready for packing in a carton. The packaging machine is manufactured by the Kartridg Pak Co., Chicago.

(4) In addition to being handy, the attractive pie crust packages are eye-catching in food store displays. Recommended temperature for a retail counter displaying Hormel pie crust is a maximum of 40° F. The colorful container features the familiar Hormel shield and trademark in red, yellow, green, black and white. The crust can be used for meat pies, tarts, turnovers, etc., as well as fruit pies.



Purveyors Convene

[Continued from page 28]

on Saturdays, said Murry Mendelson, Murry's Steaks, Inc., Alexandria, Va. The original effort was promoted through newspaper ads.

After six months of Saturday plant selling, the firm opened a store in one of the heavily-populated areas of Washington, a good distance from the plant. The store was 20 ft. x 70 ft. in size and had a 50-ft. open freezer self-service case, two reach-in frozen food cases and refrigerated provision and dairy self-service cases. This was a full-time operation.

In July, 1958, the firm opened the second of its full-time frozen portion-cut meat stores and a third was started in October, 1958.

A winter slump caused management to wonder whether it was backing a momentary fad, but when warm weather returned the business picked up again and a fourth unit was opened. The stores are approximately 10 to 15 miles from each other. All the stores operate cash-and-carry and handle nothing but the purveyor's regular packaged line so there have been no additional packaging costs and the volume generated has helped to spread

the firm's fixed costs at the plant.

While the store handles other provisions such as bacon and sausage, about 80 to 85 per cent of the sales is in the company's frozen meat. A fifth retail unit was opened recently and the company plans to open its sixth and seventh stores in the spring. In the current fiscal year the firm will sell 1,000,000 lbs. of portion control frozen meat through its retail outlets. Mendelson said that the retail operation accounts for about 20 per cent of the company's volume and the purveying business also has kept growing.

The stores are operated by a manager Monday through Wednesday, and one or two sales women help on Thursday through Saturday. Depending upon its volume, each store will have one or two part-time student employees for stock and cleanup work. All the stores have parking facilities. All products are sold in 6-lb. packages of 6-, 12- or 16-oz. portions. The average sale is \$14. The stores handle between 100 and 125 portion control items.

COSTS: At Urban N. Patman, Inc., Los Angeles, the various production divisions, such as portion control, corned beef, ground beef, tendered and fresh cuts, are classified as cost centers. Each product turned out in these centers is costed at a figure that takes into account the product cost, direct labor and the proper share of overhead. Before the final selling price is determined, each product also must carry its own packaging, shipping and selling costs, said president Urban Patman. Jobbed items are charged with their share of the costs. For example, the firm knows that actual shipping, selling and delivery expenses total \$9.14 per cwt. To simply mark up jobbed bacon by 2¢ per lb., a common pricing technique, is to lose \$7.14 on each cwt.

Actual price determinations are made each week when price lists are established. These are subject to daily review by management.

Prices are determined daily at Petersen-Owens, Inc., New York. As a guide in establishing prices, management uses labor, packaging and freezing cost data and THE NATIONAL PROVISIONER Daily Market & News Service. Both the price and the commentary sides of the DMS (the latter often indicates the strength or weakness of the market) are evaluated. The sheet also is used in establishing credits for by-products produced in making a major product. In reaching the direct labor cost the fringe factor of 27 per cent is included.

Chuckles by BORAX



Sketches and Designs
Submitted—No Obligation
Or Send Us Your Current
Wrap for Quotation

SUBSTANTIAL SAVINGS GUARANTEED

PRO-PAK BACON WRAP IS MADE OUT OF 16 POINT SULPHATE BOARD, HIGH GLOSS WAX. IT IS AVAILABLE IN 1 LB. AND ½ LB. SIZES. FOR BACON, SAUSAGE AND FRANKS.

BORAX CARTON CORP.

Phone: WELLington 3-1188

350 East 182nd St.

New York 57, N. Y.

Plans to Improve Diets Of Teenagers Described

Plans of the U. S. food industry to improve diets of teenagers, described as the largest single repository of poor eating habits in the nation, were reported by Homer R. Davison, president of the American Meat Institute, at the annual meeting of the Grocery Manufacturers of America, Inc., in New York City.

Davison, who is planning committee chairman for the National Food Conference, said that recent nutrition studies showed: Fifty per cent of teenage girls receive inadequate amounts of protein and iron. Diets of 20 per cent of teenage boys are low in calcium; 10 per cent are low in iron and Vitamin A; 20 per cent low in thiamine, and 40 per cent low in Vitamin C. The 15-year-olds who skip breakfast generally do not make up later in the day for the foods they missed, resulting in a daily shortage of nutrients. Teenager eating habits tend to become poorer with age.

The National Food Conference, composed of nearly all segments of the food industry, currently is sponsoring an educational campaign among high school students to convince modern youth that "good nutrition means better living." The campaign will culminate, Davison said, with a National Youthpower Congress to be held on February 11-13 at the Palmer House, Chicago. During the meetings, high school students from all over the country will consider such topics as "Food Comes First For Youthpower."

Speakers at the Congress will include athletes who will discuss with boys the proper diet requirements for sports achievement; beauty authorities who will talk to girl participants about the importance of sound nutrition; nutritionists, doctors and other specialists.

Acquisition of Hunter Firm By John Morrell Postponed

The proposed acquisition of Hunter Packing Co., East St. Louis, Ill., by John Morrell & Co., Chicago, has been postponed pending a review by the U. S. Department of Justice, W. W. McCallum, Morrell president, and Frank A. Hunter, jr., Hunter president, announced.

The proposal was to have been submitted to Hunter shareholders at a meeting in East St. Louis on November 6. The shareholders' meeting was adjourned until a later date after the Department of Justice requested postponement of the merger.

Forum, Exposition Will Show Packaging Progress

Information on new concepts of aluminum in packaging, polyethylene as a packaging material and developments in paper, paperboard and film food packages will be highlights of the 21st annual National Packaging Forum, November 16 to 18, at the Statler-Hilton Hotel in New York City.

Sponsored by the Packaging Institute, New York City, the forum will contain detailed seminars on food packaging, research and de-

velopment, marketing, production lines and machinery, industrial packaging, printing, design and packaging trends. In addition to speeches, the forum will feature movies, question and answer panels and displays in spotlighting the theme of this year's meeting, "Projecting Packaging Progress."

Between November 17 and 20, the New York Coliseum will be the site for a trade show of new and improved types of packaging machinery, sponsored by the Packaging Machinery Manufacturers Institute, Pittsburgh.



STOP wasting time and money

SAVE WITH THE LEADING PACKERS NOW USING THE . . .

JARVIS POWER DEHIDER

TODAY'S MOST IMITATED DEHIDER

PRECISION POWER BLADES (PATENTED)
FASTEST OPERATING BLADES
OF ANY DEHIDER ON THE MARKET



SELF-SHARPENING
OSCILLATING BLADES

(No Reversible Blade Switching Necessary)

LIGHTWEIGHT ALUMINUM HAND PIECE

OPERATES ELECTRICALLY OR PNEUMATICALLY

MORE VALUABLE HIDES

You get higher prices for your hides due to no cuts and no scores, because blades are specially ground with blunted points.

LESS SCRAP — MORE FAT MONEY

You get closer to the hide without damaging it which leaves more fat on the carcass instead of on the hide.

FAST — EASY — SAFE DEHIDING

By either skilled or unskilled butchers.

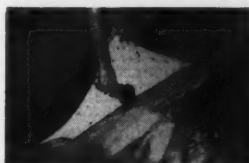
MORE MAN-HOUR PRODUCTION

Speed and reduced operator fatigue means greater man-hour production.

PAYS FOR ITSELF

Earnings on your more valuable hides and heavier carcasses soon more than pay the cost of the Jarvis dehider.

Constant, easy motion of cutting head floats hide off even formerly tough areas.



Unlike conventional knife, dehider cuts gently both backwards and forwards.

FREE TRIAL UNIT AVAILABLE SEND COUPON NOW



JARVIS CORPORATION—GUILFORD, CONN.

☐ Ship a FREE trial unit ☐ Send catalog

NAME _____

COMPANY _____

STREET _____

CITY & STATE _____

NEW EQUIPMENT and Supplies

Further information on equipment and supplies may be obtained by writing to manufacturer direct or writing The Provisioner, using key numbers and coupon below.

FILLING MACHINE (NE 838): Termed "Vemag Robot," continuous vacuum filling machine eliminates mixer and ball press, resulting in time, money and labor savings.



Sausage mixture is discharged into loading car directly from cutter. Loading car is easily moved into frame of machine's hoisting device. By push-button control, car is lifted, contents are discharged into filling hopper and car is returned to base position for reloading. Vacuum attachment eliminates air bubbles during filling. Total

power demand is about 8 kw. Filling pressure is controlled by new stuffing system. Weighing about 3,500 lbs., the machine is approximately 8 ft. long, 3¼ ft. wide and 9 ft. high. It is distributed by Robert Reiser & Co., Inc., Boston.

HEAT-SEAL PARCHMENT (NE 830): For packaging applications involving high wet strength, grease resistance or direct wrapper contact with



products of high oil content, Paterson Parchment Paper Co., Bristol, Pa., has designed a vegetable parchment which will function on conventional automatic heat-seal wrapping equipment. Parchment offers protection against water vapor transmission and can be heat-sealed face to face or face to back. Adopted by several meat packers, the odorless material will not transmit foreign flavor to foods which it touches.

ICE MACHINE CLEANER (NE 849): Introduced by Stiles-Karlsonite Corp., Waukegan, Ill., ice machine cleaner is crystalline

soluble chemical that will dissolve mineral deposits and corrosion in ice cubers and similar equipment. Chemical is packaged in transparent plastic envelopes, each containing 4 oz. of product. Contents of package are poured into make-up water sump and recirculated until system is cleaned of deposits.

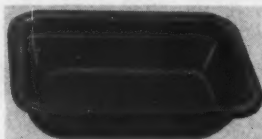
SPRAY NOZZLE (NE 836): Featuring scientifically designed long-life orifice, spray nozzle can be used wherever pressure spray is needed. It has a



machine taper on the outside diameter, permitting it to fit snugly into hole which has been drilled and taper-reamed in the pipe. Introduced by Link-Belt Company, Chicago, nozzles are made of hard-cast

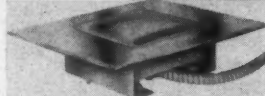
manganese bronze and will fit pipes with diameters of 2, 2½ and 3 in.

MEAT LUGS (NE 852): Designed for efficient load handling in meat departments, meat lugs are resist-



ant to stain, steam and acid. Plastic compound lugs are non-toxic and can be used in freezers down to -50°F. Model pictured is 16 in. wide, 26¾ in. long and 6½ in. deep. Weighing 3¼ lbs. each, lugs are packed 12 per case. Gray color will not fade or be affected by meat acids or cleaning detergents. Developed by Chesley Industries, Inc., Detroit, lugs are odorless and can be steam-cleaned at store level.

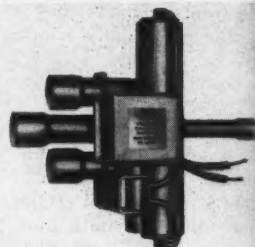
HOT PLATE (NE 851): Remote controlled replacement hot plate guarantees economical re-



placement of burned-out hot plates in existing tables or provides easy installation in new tables. Model shown has 6- x 6-in. convex bronze sealing plate set in 10- x 12-in. stainless steel frame. Control box contains indicator light, on-off switch and electri-

cal outlets. Manufactured by J. B. Dove and Sons, Inc., Philadelphia, unit plugs into a.c. outlet and has thermostat control.

REVERSING VALVE (NE 802): New four-way valve is made of cast iron and steel. Design of valve is such that it will shift while system is in operation with a 300 psi. differential. Shifting is independent of pressure drops in valve. Dashpot action prevents mechanical hammering during shifting. Manu-



factured by Alco Valve Co., St. Louis, unit can be mounted in any position except with the pilot valve upside-down.

COILED CORD (NE 822): Heavy-duty coiled cord for truck-trailer standby refrigeration is available from Autac, Inc., New Haven, Conn. Designed for 3- and 4-conductor types, from 12 to 16 gauge, the cord is said to increase safety-in-use factor in standby refrigeration of meat and other perishable products. "Spring-like" retractability raises cord out of dangerous contact with water, oil or grease on garage floors and transport storage lots.

Use this coupon in writing for further information on New Equipment. Address The National Provisioner, 15 W. Huron St., Chicago 10, Ill., giving key numbers only (11-14-59).

Key Numbers

Name

Company

Address

ALL MEAT . . . output, exports, imports, stocks

Meat Production Continues To Increase

Meat production under federal inspection for the week ended November 7 scored a further increase to 470,000,000 lbs. from its nearly three-year high of 467,000,000 lbs. for the previous week. Volume of production last week was also about 10 per cent larger than the 427,000,000 lbs. produced in the corresponding week of 1958. Slaughter of cattle held steady with the week before and was 6 per cent above last year. Slaughter of hogs dated back as the largest for any week deep into 1956 and was about 15 per cent larger than a year ago. Estimated slaughter and meat production by classes appear below as follows:

Week Ended	BEEF		PORK	
	Number	Production	Number	Production
	M's	Mil. lbs.	(Excl. lard)	
Nov. 7, 1959	380	224.2	1,610	218.5
Oct. 31, 1959	380	224.2	1,590	215.8
Nov. 8, 1958	358	209.0	1,404	192.4

Week Ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD.
	Number	Production	Number	Production	
	M's	Mil. lbs.	M's	Mil. lbs.	Mil. lbs.
Nov. 7, 1959	115	13.3	300	14.1	470
Oct. 31, 1959	118	13.8	295	13.6	467
Nov. 8, 1958	119	14.0	255	11.9	427

1950-59 HIGH WEEK'S KILL: Cattle, 462,118; Hogs, 1,859,215; Calves, 200,555; Sheep and Lambs, 369,561.

1950-59 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.

Week Ended	CATTLE		HOGS	
	Live	Dressed	Live	Dressed
Nov. 7, 1959	1,035	590	236	136
Oct. 31, 1959	1,035	590	236	136
Nov. 8, 1958	1,040	584	236	137

Week Ended	CALVES		SHEEP AND LAMBS		LARD PROD.
	Live	Dressed	Live	Dressed	
Nov. 7, 1959	205	116	98	47	—
Oct. 31, 1959	205	117	98	46	—
Nov. 8, 1958	209	118	99	47	14.0

AMI PROVISION STOCKS

Provision stocks, as reported to the American Meat Institute, totaled 77,200,000 lbs. on Oct. 31. This volume was up 11 per cent from 69,300,000 lbs. in stock a year earlier.

Stocks of lard and rendered pork fat totaled 32,700,000 lbs. for a 30 per cent gain over the 25,100,000 lbs. in stock about a year earlier.

The accompanying table shows stocks as percentages of holdings two weeks and a year earlier.

	Oct. 31 stocks as percentage of inventories on	Oct. 17 1959	Nov. 1 1958
HAMS:			
Cured, S.P.-D.C.	101	86	
Frozen for cure, S.P.-D.C.	121	117	
Total hams	111	100	
PICNICS:			
Cured, S.P.-D.C.	133	73	
Frozen for cure, S.P.-D.C.	115	115	
Total picnics	124	88	
BELLIES:			
Cured, D.S.	118	114	
Frozen for cure, D.S.	67	600	
Cured, S.P.-D.C.	101	107	
Frozen for cure, S.P.-D.C.	118	188	
OTHER CURED MEATS:			
Cured and in cure	107	95	
Frozen for cure	106	114	
Total other	107	101	
FAT BACKS:			
Cured, D.S.	92	70	
FRESH FROZEN:			
Loins, spare ribs, neckbones, trimmings, other—total	101	114	
TOT. ALL PORK MEATS	108	111	
LARD & R.P.F.	95	130	
PORK LIVERS	83	132	

USDA Begins Buying Can Pork

The U. S. Department of Agriculture late last week began buying canned pork and gravy to augment supplies of lamb and beef to be distributed to schools participating in the lunch program. The first purchase amounted to 1,131,000 lbs. and cost about \$542,000. Prices ranged from 46.97 to 48.96¢ per lb. Offers were accepted from one bidder out of 19 who altogether offered a total of 19,962,150 lbs. of the products. Buying will continue until further notice.

Meat Index At Two-Year Low

Meat prices for the week ended November 3 averaged the lowest in nearly two years, according to the Bureau of Labor Statistics. The average wholesale price index on meats for the period at 93.9 was the lowest since December 3, 1957.

U. S. LARD STOCKS

Stocks of lard and rendered pork fat at packing plants, factories and warehouses, refrigerated and non-refrigerated, on September 30, 1959 totaled 93,000,000 lbs. This volume compared with 100,300,000 lbs. in stock on August 31 and 45,774,000 lbs. on September 30 last year.

U.S. Buys 12,153,000 Lbs. Lard, 630,000 Beef, 42,000 Lamb

The U. S. Department of Agriculture late last week purchased 12,153,000 lbs. of lard for distribution to needy persons and eligible organizations. Prices ranged from 10.88 to 11.39¢ per lb. for 7,968,000 lbs. in 1- and 2-lb. cartons and 13.08 to 13.30¢ per lb. for 4,185,000 lbs. in 3-lb. tins. Total expenditure of Section 32 funds was \$1,444,000.

In another phase of its current buying schedule, the USDA purchased 630,000 lbs. of ground beef for distribution to schools participating in the National School Lunch Program. At prices ranging from 37.632 to 41.990¢ per lb., total expenditure for the lamb meat was about \$257,000 in Section 32 funds.

The USDA also late last week purchased 42,000 lbs. of ground lamb for school lunches. At 59.47¢ per lb., total cost of the ground lamb was about \$25,000 in Section 32 funds. The government agency announced that it will not accept any further bids on lamb.

Brazil Releases Control Of Nine Packing Plants; Some U.S.

Nine meat packinghouses, including three owned by International Packers, Ltd., and Wilson & Co., Inc., have been freed from government control in Brazil.

Brazil's new price control chief, Guilherme Romano, said the packers' cooperation will be sought in getting beef to Brazil's meat-short markets. He said he will permit a price increase if necessary.

Gen. Magalhaes, former head of Brazil's Federal Price Commission, had ordered army officers to take control of the packinghouses and to seize their herds. He resigned in a dispute with President Kubitschek, who had ordered him to take action to get meat to market.

Drought has struck ranges, and ranchers insist they cannot afford to sell their underweight cattle at prices set by the government. Packers also blamed price controls for the meat shortage.

CHICAGO LARD STOCKS

Stocks of drum lard in Chicago on November 6, totaled 7,366,401 lbs., according to the Board of Trade. Of this volume, 2,201,182 lbs. were prime steam and 5,165,219 lbs. were dry rendered lard.

PROCESSED MEATS . . . SUPPLIES

September Meat Production Largest Of Year

Commercial slaughter plants turned out 2,251,000,000 lbs. of meat in September for a sharp increase over August volume of 2,003,000,000 lbs., 6 per cent more than September 1958 volume of 2,119,000,000 lbs. and a new high for the year so far. Aggregate volume for the year at 18,969,000,000 lbs. was 6 per cent larger than the 17,917,000,000 lbs. produced in the first nine months of last year.

Slaughter of bovine stock for the month reached its highest numbers of the year so far, although kill of both cattle and calves for the nine months through September numbered below last year. Hog slaughter continued to hold its edge over last year for both the month and the year. Slaughter of sheep and lambs was second largest of the year, with the nine-month aggregate nearly 900,000 head larger than in 1958. Estimated commercial livestock slaughter and meat production appear below as follows:

	Cattle		Calves		Hogs		Sheep & Lambs	
	1959	1958	1959	1958	1959	1958	1959	1958
Jan.	1,915.0	2,203.1	675.5	901.4	7,029.8	6,711.7	1,494.6	1,196.4
Feb.	1,617.4	1,765.6	601.2	773.7	6,715.2	5,416.9	1,217.8	1,051.0
Mar.	1,732.0	1,839.6	683.5	857.3	6,818.5	5,791.4	1,308.9	1,119.4
Apr.	1,892.7	1,876.9	641.9	796.2	6,695.7	5,918.8	1,262.0	1,297.0
May	1,840.6	1,951.9	556.3	714.8	5,899.2	5,300.2	1,167.3	1,268.7
June	1,931.7	1,966.7	580.5	701.0	5,842.7	5,011.1	1,224.0	1,199.5
July	2,038.1	2,090.4	614.8	732.7	6,137.3	5,160.9	1,285.2	1,181.5
Aug.	1,897.2	1,960.5	603.8	721.6	5,910.7	5,345.5	1,182.5	1,101.2
Sept.	2,064.2	2,082.4	690.8	788.1	6,926.8	6,163.3	1,356.2	1,208.2
Oct.		2,182.0		875.7		6,978.5		1,302.2
Nov.		1,733.7		701.2		6,220.0		1,024.7
Dec.		1,882.6		750.7		6,946.8		1,214.2
Jan.-Sept.	16,958.9	17,757.1	5,648.2	6,987.2	57,995.9	50,819.7	11,501.5	10,622.9

	Beef		Veal		Pork		L & M		Totals		Lard	
	1959	1958	1959	1958	1959	1958	1959	1958	1959	1958	1959	1958
Jan.	1,127	1,211	77	106	965	892	75	59	2,244	2,268	228	221
Feb.	946	960	69	86	907	708	62	53	1,984	1,807	208	169
Mar.	1,030	985	74	91	918	775	65	56	2,087	1,907	217	177
Apr.	1,100	1,023	74	90	920	806	62	55	2,156	1,984	218	188
May	1,071	1,062	72	90	823	734	55	62	2,021	1,948	201	178
June	1,112	1,078	78	91	826	710	55	55	2,071	1,934	198	167
July	1,168	1,148	82	96	841	714	58	53	2,149	2,011	206	167
Aug.	1,083	1,079	78	92	792	718	53	50	2,006	1,939	184	158
Sept.	1,177	1,148	87	94	925	822	62	55	2,251	2,119	208	189
Oct.		1,220		103		932		59		2,314		217
Nov.		978		81		858		48		1,965		201
Dec.		1,091		83		949		59		2,182		228
Jan.-Sept.	9,814	9,694	691	836	7,916	6,879	547	508	18,969	17,917	1,868	1,607

DOMESTIC SAUSAGE

Pork sausage, bulk, (cl. lb.)	
in 1-lb. roll	30½ @ 33½
Pork sausage, sheep casing, in 1-lb. package	.46 @ 53
Franks, sheep casing, in 1-lb. package	.61½ @ 70
Franks, skinless, in 1-lb. package	.47 @ 49
Bologna, ring, bulk	.46 @ 50
Bologna, a.c., bulk	.36 @ 42
Bologna, a.c., sliced	
6, 7-oz. pack. doz.	2.61 @ 3.60
Smoked liver, n.c., bulk	45½ @ 54
Smoked liver, a.c., bulk	36 @ 44
Polish sausage, self-service pack.	.56 @ 73
New Eng. lunch spec.	.60 @ 65
New Eng. lunch spec., sliced, 6, 7-oz. doz.	3.84 @ 4.92
Olive loaf, bulk	44½ @ 54
O.L. sliced, 6, 7-oz. doz.	2.85 @ 3.84
Blood, tongue, n.c.	.66 @ 70
Blood, tongue, a.c.	.45½ @ 64
Pepper loaf, bulk	.48½ @ 66
P.L. sliced, 6-oz. doz.	2.78 @ 3.85
Pickle & Pimento loaf	.41½ @ 54
P&P loaf, sliced, 6, 7-oz., dozen	2.78 @ 3.60

DRY SAUSAGE

Cervelat, ch. hog bungs	1.03 @ 1.05
Thuringer	.66 @ 68
Farmer	.88 @ 90
Holsteiner	.76 @ 78
Salami, B. C.	.96 @ 98
Salami, Genoa style	1.06 @ 1.08
Salami, cooked	.50 @ 52
Pepperoni	.88 @ 90
Sicilian	.98 @ 1.00
Goteborg	.89 @ 91
Mortadella	.61 @ 63

CHGO. WHOLESALE SMOKED MEATS

Wednesday, Nov. 11, 1959

Hams, skinned, 14/16 lbs. (Av.)	44½
wrapped	
Hams, skinned, 14/16 lbs., ready-to-eat, wrapped	46
Hams, skinned, 16/18 lbs., wrapped	43½
Hams, skinned, 16/18 lbs., ready-to-eat, wrapped	45
Bacon, fancy, de-rind, 8/10 lbs., wrapped	32
Bacon, fancy sq. cut, seed-less, 10/12 lbs., wrapped	28
Bacon, No. 1, sliced 1-lb heat seal, self-service pkg.	41

SPICES

(Basis Chicago, original barrels, bags, bales)

Whole Ground kernel for saus.	
All-spice, prime	96 96
Resifted	99 1.01
Chili pepper	.56
Chili powder	.56
Cloves, Zanzibar	.60 65
Ginger, Jam., unbl.	.47 53
Mace, fancy Banda	3.50 3.90
East Indies	2.95
Mustard flour, fancy	.43
No. 1	.38
West Indies nutmeg	1.85
Paprika, Spanish	.68
Cayenne pepper	.63
Pepper:	
Red, No. 1	.58
White	.67 72
Black	.50 54

SAUSAGE CASINGS

(Cl prices quoted to manufacturers of sausage)

Beef rounds:	(Per set)
Clear, 29/35 mm	1.15 @ 1.20
Clear, 35/38 mm	1.20 @ 1.25
Clear, 35/40 mm	1.05
Clear, 38/40 mm	1.10 @ 1.25
Clear 44 mm./up	1.85 @ 2.00
Not clear, 40 mm./dn.	.75 @ .85
Not clear, 40 mm./up	.85 @ .95
Beef weasands:	(Each)
No. 1, 24 in./up	13 @ 15
No. 1, 22 in./up	15 @ 16
Beef middles:	(Per set)
Ex. wide, 2½ in./up	3.60 @ 3.85
Spec. wide, 2½-2½ in.	2.45 @ 2.70
Spec. med. 1½-2½ in.	1.75 @ 2.00
Narrow, 1½ in./dn.	1.15 @ 1.30
Beef bung caps:	(Each)
Clear, 5 in./up	32 @ 36
Clear, 4½-5 inch	23 @ 28
Clear, 4-4½ inch	15 @ 17
Clear, 3½-4 inch	13 @ 16
Beef Bladders, salted:	(Each)
7½ inch/up, inflated	21
6½-7½ inch, inflated	14
5½-6½ inch, inflated	12 @ 14
Pork casings:	(Per hank)
29 mm./down	4.40 @ 4.55
29/32 mm.	4.35 @ 5.00
32/35 mm.	3.20 @ 3.35
35/38 mm.	2.40 @ 2.75
38/42 mm.	2.25 @ 2.45
Hog bungs:	(Each)
Sow, 34 inch cut	.62 @ .64
Export, 34 in. cut	.53 @ .57
Large prime, 34 in.	.42 @ .45
Med. prime, 34 in.	.29 @ .32
Small prime	.16 @ .22
Middles, cap off	.70 @ .75
Hog skips	.7 @ 10
Hog runners, green	.15 @ 20

Sheep casings:	(Per hank)
26/28 mm.	5.35 @ 5.45
24/26 mm.	5.25 @ 5.35
22/24 mm.	4.00 @ 4.25
20/22 mm.	3.65 @ 3.75
18/20 mm.	2.70 @ 2.80
16/18 mm.	1.35 @ 1.50

CURING MATERIALS

Nitrite of soda, in 400-lb. bbls., del. or f.o.b. Chgo	\$11.98
Pure refined gran. nitrate of soda	5.65
Pure refined powdered nitrate of soda	8.65
Salt, paper sacked, f.o.b. Chgo. gran. carlots, ton.	30.50
Rock salt in 100-lb. bags, f.o.b. whse., Chgo.	28.50
Sugar:	
Raw, 96 basis, f.o.b. N.Y.	6.57
Refined standard cane gran., delv'd. Chgo	9.40
Packers curing sugar, 100-lb. bags, f.o.b. Reserve, La., less 2%	8.85
Dextrose, regular:	
Cerelose, (carlots, cwt.)	7.61
Ex-warehouse, Chicago	7.76

SEEDS AND HERBS

(cl., lb.)	Whole Ground
Caraway seed	28 33
Cominos seed	51 56
Mustard seed	
fancy	23
yellow Amer.	17
Oregano	37 46
Coriander:	
Morocco No. 1	20 24
Marjoram, French	54 63
Sage, Dalmatian, No. 1	59 66

FRESH MEATS... Chicago and outside

CHICAGO

Nov. 10, 1959

CARCASS BEEF

Steers, gen. range:	(carlots, lb.)
Prime, 700/800	none qtd.
Choice, 500/600	41½
Choice, 600/700	41½
Choice, 700/800	41
Good, 500/600	40
Good, 600/700	39½
Bull	35½
Commercial cow	30
Canner-cutter cow	27½ @ 28

PRIMAL BEEF CUTS

Prime:	(Lb.)
Rounds, all wts.	53½ @ 54
Tr. loins, 50/70 (cl)	77 @ 92
Sq. chux, 70/90	40½
Arm chux, 80/110	38½ @ 39
Ribs, 25/35 (cl)	57 @ 60
Briskets (cl)	27½ @ 28
Naveles, No. 1	11½ @ 11¾
Flanks, rough No. 1	14
Choice:	
Hindqtrs, 5/800	50½ n
Foreqtrs, 5/800	35 n
Rounds, 70/90 lbs.	52 @ 52½
Tr. loins, 50/70	63 @ 76
Sq. chux, 70/90	40½
Arm chux, 80/110	38½ @ 39
Ribs, 25/30 (cl)	54 @ 56
Ribs, 30/35 (cl)	51 @ 53
Briskets (cl)	27½ @ 28
Naveles, No. 1	11½ @ 11¾
Flanks, rough No. 1	14
Good, (all wts.):	
Rounds	49 @ 51
Sq. chucks	39 @ 40½
Briskets	26 @ 26½
Ribs	49 @ 52
Loins, trim'd.	61 @ 64

COW, BULL TENDERLOINS

C&C grade, fresh	Job lots
Cow, 3 lbs./down	85 @ 90
Cow, 3/5 lbs.	80 @ 85
Cow, 4/5 lbs.	1.08 @ 1.13
Cow, 5 lbs./up	1.16 @ 1.20
Bull, 5 lbs./up	1.16 @ 1.20

CARCASS LAMB

(cl prices, cwt.)	
Prime, 30/45	41.50 @ 42.50
Prime, 45/55	41.00 @ 42.00
Prime, 55/65	40.00 @ 41.00
Choice, 30/45	41.50 @ 42.50
Choice, 45/55	41.00 @ 42.00
Choice, 55/65	40.00 @ 41.00
Good, all wts.	37.00 @ 40.00

PACIFIC COAST WHOLESALE MEAT PRICES

	Los Angeles	San Francisco	No. Portland
FRESH BEEF (Carcass):	Nov. 10	Nov. 10	Nov. 10
STEER:			
Choice, 5-600 lbs.	\$42.00 @ 45.00	\$44.00 @ 45.00	\$46.00 @ 47.00
Choice, 6-700 lbs.	40.50 @ 43.00	41.00 @ 44.00	45.00 @ 46.50
Good, 5-600 lbs.	39.00 @ 42.00	42.00 @ 44.00	43.50 @ 45.00
Good, 6-700 lbs.	38.00 @ 41.00	39.00 @ 41.00	43.00 @ 44.50
Stand., 3-600 lbs.	37.00 @ 40.00	40.00 @ 41.00	40.00 @ 42.00
COW:			
Commercial, all wts.	32.00 @ 35.00	32.00 @ 35.00	32.00 @ 35.00
Utility, all wts.	30.00 @ 33.00	30.00 @ 33.00	30.00 @ 33.00
Canner-cutter	27.00 @ 30.00	27.00 @ 30.00	27.00 @ 30.00
Bull, util. & com'l.	41.00 @ 43.00	40.00 @ 42.00	40.00 @ 42.00
FRESH CALF:	(Skin-off)	(Skin-off)	(Skin-off)
Choice, 200 lbs./down	50.00 @ 53.00	None quoted	47.00 @ 53.00
Good, 200 lbs./down	49.00 @ 51.00	48.00 @ 50.00	44.00 @ 51.00
LAMB (Carcass):			
Prime, 45-55 lbs.	42.00 @ 44.00	39.00 @ 44.00	40.00 @ 41.50
Prime, 55-65 lbs.	39.00 @ 41.00	None quoted	None quoted
Choice, 45-55 lbs.	42.00 @ 44.00	39.00 @ 44.00	40.00 @ 41.50
Choice, 55-65 lbs.	39.00 @ 41.00	39.00 @ 41.00	None quoted
Good, all wts.	38.00 @ 42.00	38.00 @ 42.00	38.00 @ 40.00
FRESH PORK (Carcass):	(Packer style)	(Shipper style)	(Shipper style)
120-180 lbs., U.S. No. 1-3	None quoted	None quoted	22.50 @ 24.00
LOINS:			
8-10 lbs.	40.00 @ 45.00	43.00 @ 45.00	40.00 @ 45.00
10-12 lbs.	40.00 @ 45.00	44.00 @ 48.00	40.00 @ 45.00
12-16 lbs.	40.00 @ 45.00	42.00 @ 45.00	40.00 @ 45.00
PICNICS:	(Smoked)	(Smoked)	(Smoked)
4-8 lbs.	29.00 @ 34.00	29.00 @ 33.00	30.00 @ 34.00
HAMS:			
12-16 lbs.	41.00 @ 50.00	46.00 @ 50.00	47.00 @ 49.00
16-18 lbs.	41.00 @ 49.00	44.00 @ 46.00	46.00 @ 49.00

NEW YORK

Nov. 10, 1959

CARCASS BEEF AND CUTS

Steer:	(non-locally dr., lb.)
Prime carc., 6/700	.46 @ 48½
Prime carc., 7/800	.45½ @ 49
Choice carc., 6/700	.44½ @ 47
Choice carc., 7/800	.43½ @ 45
Good carc., 5/600	.42½ @ 44½
Good carc., 6/700	.42½ @ 44½
Hinds, pr., 6/700	.56 @ 62
Hinds, ch., 6/700	.52½ @ 58
Hinds, ch., 7/800	.51½ @ 57
Hinds, gd., 6/700	.51½ @ 56
Hinds, gd., 7/800	.50½ @ 54

Prime steer: (locally dressed, lb.)	
Hindqtrs., 600/700	.56 @ 62
Hindqtrs., 700/800	.56 @ 61
Hindqtrs., 800/900	.55 @ 60
Rounds, flank off, cut across	.55 @ 60
Rounds, diamond	
bone, flank off	.55½ @ 60
Short loins, untrim.	.75 @ 98
Flanks	.15 @ 18
Ribs (7 bone cut)	.56 @ 64
Armchucks	.41 @ 44
Briskets	.32 @ 41
Plates	.15 @ 19

Choice steer:	
Hindqtrs., 600/700	.53 @ 59
Hindqtrs., 700/800	.51½ @ 58
Hindqtrs., 800/900	.50½ @ 54
Rounds, flank off, cut across	.53½ @ 60
Rounds, diamond	
bone, flank off	.54½ @ 60
Short loins, untrim.	.57 @ 90
Short loins, trim	.73 @ 70
Flanks (7 bone cut)	.14½ @ 18
Ribs (7 bone cut)	.40 @ 57
Armchucks	.40 @ 44
Briskets	.30 @ 40
Plates	.14½ @ 19

FANCY MEATS

(cl prices)	
Veal breads, 6/12 oz.	1.18
12 oz./up	1.33
Beef livers, selected	36
Beef kidneys	21
Oxtails, ¾-lb., frozen	18

CARCASS LAMB

(Locally dr., cwt.)	
Prime 45/dn.	\$43.00 @ 48.00
Prime 45/55	42.00 @ 47.00
Prime 55/65	42.00 @ 46.00
Choice 45/dn.	42.00 @ 47.00
Choice 45/55	41.00 @ 46.00
Choice 55/65	40.00 @ 43.00
Good 45/dn.	41.00 @ 44.00
Good 45/55	40.00 @ 44.00
Good 55/65	38.00 @ 43.00

(Non-local)	
Prime 45/dn.	43.00 @ 45.00
Prime 45/55	42.00 @ 45.00
Prime 55/65	41.00 @ 43.00
Choice 45/dn.	42.00 @ 45.00
Choice 45/55	41.00 @ 44.00
Choice 55/65	41.00 @ 43.00
Good 45/dn.	42.00 @ 44.00
Good 45/55	41.00 @ 43.00
Good 55/65	40.00 @ 43.00

VEAL—SKIN OFF

(Carcass prices) (locally dr., cwt.)	
Prime 90/120	58.00 @ 63.00
Prime 120/150	57.00 @ 62.00
Choice 90/120	47.00 @ 51.00
Choice 120/150	46.00 @ 50.00
Good 90/down	41.00 @ 46.00
Good 90/150	41.00 @ 46.00
Stand. 90/down	41.00 @ 44.00
Stand. 90/150	40.00 @ 43.00
Calif. 200/dn. ch.	41.00 @ 46.00
Calif. 200/dn. std.	37.00 @ 41.00
Calif. 200/dn. std.	36.00 @ 39.00

PHILA. FRESH MEATS

Nov. 10, 1959

STEER CARCASS:	(Local, lb.)
Choice, 5/700	.44 @ 46
Choice, 7/800	.43½ @ 45½
Good, 5/800	.41½ @ 44
Hinds, ch., 140/170	.51 @ 54
Hinds, gd., 140/170	.49 @ 52
Rounds, choice	.53 @ 55
Rounds, good	.52 @ 54
Full loin, choice	.50 @ 53
Full loin, good	.48 @ 51
Ribs, choice	.47 @ 51
Ribs, good	.47 @ 51
Armchucks, ch.	.40 @ 42
Armchucks, gd.	.39 @ 41

STEER CARCASS:	(non-local, lb.)
Choice, 5/700	.44 @ 45½
Choice, 7/800	.43½ @ 45½
Good, 5/800	.42 @ 44½
Hinds, ch., 140/170	.51 @ 54
Hinds, gd., 140/170	.49 @ 52
Rounds, choice	.53 @ 57
Rounds, good	.52 @ 54
Full loin, choice	.50 @ 53
Full loin, good	.48 @ 52
Ribs, choice	.49 @ 52
Ribs, good	.47 @ 52
Armchucks, ch.	.40 @ 42
Armchucks, gd.	.39 @ 41

LAMB CARC.: LB:	Local	West
Prime, 90/150	None	None
Choice, 90/150	52 @ 54	50 @ 54
Good, 50/90	46 @ 49	46 @ 49
Good, 90/120	47 @ 50	47 @ 50
LAMB CARC.: LB:	Local	West
Prime, 30/45	44 @ 46	43 @ 45
Prime, 45/55	43 @ 45	43 @ 45
Choice, 30/45	44 @ 46	43 @ 45
Choice, 45/55	43 @ 45	43 @ 45
Good, 30/45	41 @ 43	39 @ 42
Good, 45/55	41 @ 43	40 @ 42

Phila., N. Y. Fresh Pork

PHILADELPHIA:	(cl, lb.)
Reg. loins, 8/12	.42 @ 45
Reg. loins, 12/16	.41 @ 43
Boston Butts, 4/8	.33 @ 36
Spareribs, 3/down	.35 @ 37
Spareribs, 3/5	.29 @ 32
Skinned hams, 10/12	.38 @ 40
Skinned hams, 12/14	.37½ @ 39
Picnics, S.S. 4/8	.25 @ 27
Picnics, S.S. 6/8	.24 @ 26
Belles, 8/10	.16½ @ 18

NEW YORK:	(Box lots, lb.)
Reg. loins, 8/12	.40 @ 47
Reg. loins, 12/16	.40 @ 46
Hams, sknd., 12/16	.39 @ 46
Regular picnics, 4/8	.27 @ 33
Boston butts, 4/8	.33 @ 38
Spareribs, 3/down	.34 @ 40

CHGO. FRESH PORK AND PORK PRODUCTS

Nov. 10, 1959	
Hams, skinned 10/12	41
Hams, skinned, 12/14	38½
Hams, skinned, 14/16	37
Picnics, 4/8 lbs.	23
Picnics, 6/8 lbs.	21½
Pork loins, boneless	55 @ 57
Shoulders, 16/dn. lose	26
(Job lots, lb.)	
Pork livers	10½
Tenderloins, fresh, 10's	70 @ 72
Neck bones, bbls.	7
Ears, 30's	10
Feet, s.c., bbls.	7 @ 8

OMAHA, DENVER MEATS

(Carcass carlots, cwt.)	
Omaha, Nov. 10, 1959	
Choice steer, 6/700	\$40.50 @ 41.75
Choice steer, 7/800	40.25 @ 40.75
Choice steer, 8/900	39.75 @ 40.25
Choice heifer, 5/600	39.00
Choice heifer, 6/700	38.50
Denver, Nov. 10, 1959	
Choice steer, 6/700	40.50
Choice steer, 7/800	40.00
Choice steer, 8/900	39.50
Choice heifer, 5/700	38.50 @ 39.50
Utility cow	29.00

CHGO. PORK SAUSAGE

MATERIAL—FRESH

Pork trimmings:	(Job lots)
40% lean, barrels	10½
50% lean, barrels	11
60% lean, barrels	32
80% lean, barrels	40
Pork, head meat	27
Pork cheek meat	
barrels	28

PORK AND LARD ... Chicago and outside

CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service

CASH PRICES

(Carlott basis, Chicago price zone, Nov. 11, 1959)

SKINNED HAMS				BELLIES			
F.F.A. or fresh		Frozen		F.F.A. or fresh		Frozen	
41	10/12	41		18	6/8	18	
38 1/2	12/14	38 1/2		18	8/10	18	
37	14/16	37		17	10/12	17	
37	16/18	37		16b	12/14	16n	
35	18/20	35		14 1/2	14/16	14 1/2	
35	20/22	35		14 1/2	16/18	14 1/2	
32 1/2	22/24	32 1/2		14	18/20	14	
31 1/2	24/26	31 1/2		D.S. BRANDED BELLIES (CURED)			
30	25/30	30n		n.q.	20/25	15n	
28 3/4 @ 29	25 up, 2s in.	28 3/4 @ 29		n.q.	25/30	14n	
				G.A. froz., fresh	D.S. Clear		
				12a	20/25	14n	
				11 1/2a	25/30	13n	
				10a	30/35	13	
				10a	35/40	11 1/2n	
				9 1/2a	40/50	11 @ 12 1/2	
				FAT BACKS			
				Frozen or fresh		Cured	
				7n	6/8	8n	
				7 1/2n	8/10	8 1/2n	
				8 1/2n	10/12	9 1/2n	
				9n	12/14	10 1/2n	
				9 1/2n	14/16	10 1/2n	
				9 3/4n	16/18	10 1/2n	
				9 3/4n	18/20	10 1/2n	
				9 3/4n	20/25	10 1/2n	
				OTHER CELLAR CUTS			
				Frozen or fresh		Cured	
				7 1/2	Sq. Jowls, boxed	n.q.	
				5 1/2	Jowl Butts, loose	7a	
				6n	Jowl Butts, boxed	n.q.	

PICNICS			
F.F.A. or fresh		Frozen	
21 1/2	4/6	21 1/2	
20 1/2	6/8	20 1/2	
21n	8/10	21n	
21n	10/12	21n	
19 1/2 @ 20n	12/14	19 1/2n	
19 1/2 @ 20	8 up, 2s in.	19 1/2b	

FRESH PORK CUTS			
Job Lot		Car Lot	
37 1/2	Loins, 12/dn.	38	
36 @ 36 1/2	Loins, 12/16	35	
31	Loins, 16/20	30a	
29	Loins, 20 up	27	
28 1/2 @ 29	Butts, 4/8	27 1/2a	
27	Butts, 8/12	26 1/2 @ 27n	
27	Butts, 8 up	26 1/2 @ 27n	
31 @ 31 1/2	Ribs, 3/dn.	31a	
27 @ 28	Ribs, 3/5	25 1/2a	
20	Ribs, 5 up	18	

LARD FUTURES PRICES

(Drum contract basis)				
FRIDAY, NOV. 6, 1959				
Open	High	Low	Close	
Nov. 8.00	8.02	7.97	8.00	
Dec. 9.35	9.35	9.35	9.35a	
Jan. ...	...	...	9.17b	
Mar. 9.35	9.35	9.30	9.30b	
May 9.50	9.52	9.50	9.52	

Sales: 920,000 lbs.
Open interest at close, Thurs., Nov. 5: Nov., 105; Dec., 253; Jan., 76; Mar., 115; and May, 25 lots.

MONDAY, NOV. 9, 1959				
Open	High	Low	Close	
Nov. 7.97	7.97	7.95	7.97b	
Dec. 9.25	9.40	9.25	9.35	
Jan. ...	...	...	9.17b	
Mar. 9.32	9.32	9.32	9.32a	
May 9.52	9.52	9.50	9.50a	

Sales: 1,400,000 lbs.
Open interest at close, Fri., Nov. 6: Nov., 99; Dec., 255; Jan., 76; Mar., 117; and May, 26 lots.

TUESDAY, NOV. 10, 1959				
Open	High	Low	Close	
Nov. 7.95	8.02	7.95	8.02b	
Dec. 9.37	9.37	9.25	9.30b	
Jan. 9.25	9.25	9.10	9.12b	
Mar. 9.30	9.30	9.25	9.25a	
May 9.45	9.45	9.42	9.42	

Sales: 1,480,000 lbs.
Open interest at close, Mon., Nov. 9: Nov., 93; Dec., 257; Jan., 76; Mar., 115; and May, 26 lots.

WEDNESDAY, NOV. 11, 1959				
Open	High	Low	Close	
Nov. 8.02	8.07	8.02	8.05	
Dec. 9.35	9.35	9.30	9.30a	
Jan. 9.20	9.22	9.15	9.15a	
Mar. ...	...	...	9.22a	
May 9.47	9.47	9.42	9.42a	

Sales: 1,400,000 lbs.
Open interest at close, Tues., Nov. 10: Nov., 72; Dec., 267; Jan., 78; Mar., 117; and May, 26 lots.

THURSDAY, NOV. 12, 1959				
Open	High	Low	Close	
Nov. 8.02	8.40	8.02	8.30b	
Dec. 9.22	9.30	9.17	9.30	
Jan. 9.22	9.22	9.20	9.20a	
Mar. 9.20	9.30	9.20	9.30a	
May 9.42	9.42	9.37	9.40	

Sales: 2,200,000 lbs.
Open interest at close, Wed., Nov. 11: Nov., 50; Dec., 265; Jan., 83; Mar., 117; and May, 26 lots.

LARD FUTURES PRICES

(Loose contract basis)				
FRIDAY, NOV. 6, 1959				
Open	High	Low	Close	
Dec. 7.65	7.65	7.65	7.65	
Jan. ...	...	...	...
Mar. ...	...	...	...

Sales: 120,000 lbs.
Open interest at close, Thurs., Nov. 5: Dec., 87; and Jan. and Mar., no lots.

MONDAY, NOV. 9, 1959				
Open	High	Low	Close	
Dec. 7.70	7.70	7.70	7.60b-.70a	
Jan. ...	...	...	...
Mar. ...	...	...	...

Sales: 60,000 lbs.
Open interest at close, Fri., Nov. 6: Dec., 87; and Jan. and Mar., no lots.

TUESDAY, NOV. 10, 1959				
Open	High	Low	Close	
Dec. 7.60	7.60	7.60	7.60b-.80a	
Jan. ...	...	...	...
Mar. ...	...	...	...

Sales: 60,000 lbs.
Open interest at close, Mon., Nov. 9: Dec., 87; and Jan. and Mar., no lots.

WEDNESDAY, NOV. 11, 1959				
Open	High	Low	Close	
Dec.	7.60b-.67a	
Jan.	
Mar.	

Sales: none.
Open interest at close, Tues., Nov. 10: Dec., 86; and Jan. and Mar., no lots.

THURSDAY, NOV. 12, 1959				
Open	High	Low	Close	
Dec. 7.60	7.60	7.60	7.60b-.70a	
Jan. ...	...	...	...
Mar. ...	...	...	...

Sales: 120,000 lbs.
Open interest at close, Wed., Nov. 11: Dec., 86; and Jan. and Mar., no lots.

MINUS MARGINS ON LIGHT HOGS GROW WIDER

(Chicago costs, credits and realizations for Monday and Tuesday)

Adjustments to the fall and winter price pattern in the live hog market contributed to the uneven changes in cut-out margins this week. The minus margins on light hogs became wider, as those costs rose and margins on the other two were little changed in the face of markdowns on those cuts and lower live costs.

	-180-220 lbs.-		-220-240 lbs.-		-240-270 lbs.-	
	Value		Value		Value	
	per cwt. alive	per cwt. fin. yield	per cwt. alive	per cwt. fin. yield	per cwt. alive	per cwt. fin. yield
Lean cuts	\$10.59	\$15.25	\$10.14	\$14.24	\$ 9.61	\$13.48
Fat cuts, lard	3.23	4.64	3.32	4.71	3.14	4.54
Ribs, trimmings, etc.	1.43	2.07	1.34	1.87	1.20	1.67
Cost of hogs	13.32		13.11		12.72	
Condemnation loss	.06		.06		.06	
Handling and overhead	2.20		2.00		1.80	
TOTAL COST	15.58	22.42	15.17	21.36	14.58	20.39
TOTAL VALUE	15.25	21.98	14.80	20.82	13.95	19.49
Cutting margin	-.33	-.44	-.37	-.54	-.63	-.90
Margin last week	-.14	-.20	-.37	-.54	-.66	-.92

PACIFIC COAST WHOLESALE LARD PRICES

	Los Angeles	San Francisco	No. Portland
1-lb. cartons	Nov. 10 12.50@15.00	Nov. 10 15.00@16.00	Nov. 10 13.00@15.00
50-lb. cartons & cans	11.75@13.00	13.00@15.00	None quoted
Tierces	10.00@12.50	12.50@14.50	10.00@13.00

PACKERS' WHOLESALE

LARD PRICES	
Tuesday, Nov. 10, 1959	
Refined lard, drums, f.o.b. Chicago	\$11.50
Refined lard, 50-lb. fiber cubes, f.o.b. Chicago	12.00
Kettle rendered, 50-lb. tins, f.o.b. Chicago	13.00
Leaf, kettle rendered, drums, f.o.b. Chicago	12.50
Lard flakes	12.50
Neutral, drums, f.o.b. Chicago	13.50
Standard shortening, N. & S. (del.)	18.25
Hydrogenated shortening, North & South, drums	18.50

WEEK'S LARD PRICES

	P.S. or D.R. cash tierces (Bd. Trade)	Dry rend. loose (Open Mkt.)	Ref. in 50-lb. tins (Open Mkt.)
Nov. 6	8.00n	7.75	10.25n
Nov. 9	8.12n	7.75	10.00n
Nov. 10	8.02n	7.87	10.50n
Nov. 11	8.05n	7.87	10.50n
Nov. 12	8.35n	7.87	10.50n

Note: add 1/4c to all prices ending in 2 or 7.
n-nominal, a-asked, b-bid

HOG-CORN RATIOS COMPARED

The hog-corn ratio based on barrows and gilts at Chicago for the week ended Nov. 7, 1959 was 11.9, the U. S. Department of Agriculture has reported. This ratio compared with the 12.3 ratio for the preceding week and 17.0 a year ago. These ratios were calculated on the basis of No. 3 yellow corn selling at \$1.092, \$1.079 and \$1.098 per bu. during the three periods, respectively.

VEGETABLE OILS

Wednesday, Nov. 11, 1959	
Cruce cottonseed oil, f.o.b. Valley	9 1/2a
Southeast	9 1/2n
Texas	9 @ 9 1/2n
Corn oil in tanks, f.o.b. mills	11 1/2n
Soybean oil, f.o.b. Decatur	8
Coconut oil, f.o.b. Pacific Coast	17 1/2n
Peanut oil, f.o.b. mills	13 1/2n
Cottonseed foots:	
Midwest, West Coast	1 1/2 @ 1 1/2a
East	1 1/2 @ 1 1/2a
Soybean foots, midwest	1 1/2 @ 1 1/2a

OLEOMARGARINE

Wednesday, Nov. 11, 1959	
White domestic vegetable, 30-lb. cartons	24
Yellow quarters, 30-lb. cartons	26
Milk churned pastry, 750-lb. lots, 30's	23 1/2
Water churned pastry, 750-lb. lots, 30's	22 1/2
Bakers', steel drums, ton lots	17 1/2

OLEO OILS

Wednesday, Nov. 11, 1959	
Prime oleo stearine, bags or slack barrels	10 1/2
Extra oleo oil (drums) 14 1/2 @ 15 1/4	
Prime oleo oil (drums) 14 1/2 @ 14 1/4	
n-nominal, a-asked, b-bid.	

N. Y. COTTONSEED OIL CLOSINGS

Closing cottonseed oil futures in New York were as follows:
Nov. 6-Dec., 11.36b-39a; Jan., 11.36; Mar., 11.57; May, 11.70b-71a; July, 11.72; Sept., 11.50; Oct., 11.34b-37a; and Dec., 11.25b-32a.
Nov. 9-Dec., 11.17b-19a; Jan., 11.17n; Mar., 11.40; May, 11.54b-55a; July, 11.56; Sept., 11.36; Oct., 11.21b-22a; Dec., 11.10b-22a; and Mar., 11.25b-33a.
Nov. 10-Dec., 11.09b-08; Jan., 11.07n; Mar., 11.31-30; May, 11.46-48; July, 11.49; Sept., 11.25b-30a; Oct., 11.16-15; Dec., 11.10b-16a; and Mar., 11.18b-20a.
Nov. 11-Dec., 10.98b-11.03a; Jan., 10.98n; Mar., 11.24; May, 11.42; July, 11.45-46; Sept., 11.25b-30a; Oct., 11.14b-16a; Dec., 11.10b; and Mar., 11.12b.
Nov. 12-Dec., 11.14b-18a; Jan., 11.14n; Mar., 11.38; May, 11.55; July, 11.63b-65a; Sept., 11.37b-45a; Oct., 11.25; Dec., 11.18b; and Mar., 11.10b.

BY-PRODUCTS...FATS AND OILS

BY-PRODUCTS MARKET

(F.O.B. Chicago, unless otherwise indicated)
Wednesday, Nov. 11, 1959

BLOOD

Unground, per unit of ammonia, bulk 5.00n

DIGESTER FEED TANKAGE MATERIALS

Wet rendered, unground, loose
Low test 5.25 @ 5.50n
Med. test 5.00n
High test 4.75n

PACKINGHOUSE FEEDS

Carlots, ton
50% meat, bone scraps, bagged \$75.00 @ 80.00
50% meat, bone scraps, bulk 72.50 @ 75.00
60% digester tankage, bagged 72.50 @ 80.00
60% digester tankage, bulk 70.00 @ 72.50
80% blood meal, bagged 100.00 @ 115.00
Steam bone meal, 50-lb. bags (specially prepared) 100.00
60% steam bone meal, bagged 80.00 @ 85.00

FERTILIZER MATERIALS

Feather tankage, ground, per unit of ammonia *4.75
Hoof meal, per unit of ammonia 17.00

DRY RENDERED TANKAGE

Low test, per unit prot. 1.25 @ 1.30n
Medium test, per unit prot. 1.20 @ 1.25n
High test, per unit prot. 1.15n

GELATINE AND GLUE STOCKS

Bone stock (gelatine), ton 15.00
Cattle jaws, feet (non-gel), ton 1.50 @ 3.50
Trim bone, ton 3.50 @ 8.00
Pigskins (gelatine), lb. 8 1/2 @ 6
Pigskins (rendering) pieces 7 1/2 @ 12 1/2

ANIMAL HAIR

Winter coll, dried, c.a.f. mid-east, ton 60.00
Winter coll, dried, mid-west, ton 55.00
Cattle switches, piece 2 @ 3 1/2
Winter processed (Nov.-Mar.) gray, lb. 11n
Summer processed (April-Oct.) gray, lb. 8n
*Del. mid-west, 'del. east, n-nom., a-asked.

TALLOW and GREASES

Wednesday, Nov. 11, 1959

A firmer undertone was apparent late last week in the inedible tallow and grease market, with some trades consummated at fractionally higher price levels. Bleachable fancy tallow and choice white grease, all hog, traded at 5 1/2c, and yellow grease at 4 1/2c, all c.a.f. Chicago. A few tanks of original fancy tallow changed hands at 7c, c.a.f. New York. Some high titre bleachable fancy tallow traded at 6c, c.a.f. Chicago.

Choice white grease, all hog, was bid at 6 5/8c, c.a.f. New York, but it was held at 6 3/4c. Bleachable fancy tallow was bid at 6 1/2c, same destination, on regular stock, and at 6 5/8c on high titre material. Yellow grease met buying inquiry at 5 1/4 @ 5 5/8c, and special tallow at 5 1/2 @ 5 5/8c, c.a.f. East. Edible tallow sold at 8 1/4c. c.a.f. Chicago, and was offered at 7 3/4c, f.o.b. River points. Some special tallow and B-white grease sold within the quoted range of 4 7/8 @ 5c, c.a.f. Chicago. Prime tallow was bid at

5 1/2c, also c.a.f. Chicago area.

Only a moderate volume of trade was reported at the start of the new week, with some stock again bringing higher prices. Choice white grease, all hog, and bleachable fancy tallow, high titre stock, sold at 6 3/4c, c.a.f. New York. Original fancy tallow traded at 7c, same delivery point, and with further buying interest at that basis.

A couple of tanks of edible tallow sold at 8 1/4c, c.a.f. Chicago. Continued buying interest was in the market on bleachable fancy tallow and choice white grease, all hog, at 5 1/2c, on special tallow and B-white grease at 5c, and on yellow grease at 4 1/2c, all c.a.f. Chicago. Sellers, however, asked higher prices. It was reported that some bleachable fancy tallow, regular stock, was available at 6c, c.a.f. Chicago.

The Veterans Day holiday stymied trade on inedible stock at mid-week. The Midwest market was extremely quiet; however, some inquiry was noticeable out of the East. Bleachable fancy tallow was bid at 6 1/2 @ 6 3/4c, c.a.f. New York, with



Store with
CITY PRODUCTS

NATIONWIDE
REFRIGERATED WAREHOUSE
DIVISIONS

CLEVELAND, OHIO FEDERAL COLD STORAGE
COLUMBUS, OHIO FEDERAL COLD STORAGE
DECATUR, ILL. POLAR SERVICE
GALVESTON, TEXAS GALVESTON ICE AND COLD STORAGE
HORNELL, N. Y. CITY PRODUCTS CORPORATION
JERSEY CITY, N. J. SEABOARD TERMINAL & REFRIG.
KANSAS CITY, KANS. FEDERAL COLD STORAGE
NATIONAL STOCK YARDS, ILL.
NORTH AMERICAN COLD STORAGE
PHOENIX, ARIZONA
CRYSTAL ICE & COLD STORAGE (Two Warehouses)
PITTSBURGH, PENNA. FEDERAL COLD STORAGE
ST. LOUIS, MO. FEDERAL COLD STORAGE CO.
ST. LOUIS, MO. MOUND CITY ICE & COLD STORAGE CO.
SIOUX CITY, IOWA FRANK PILLEY & SONS
SPRINGFIELD, MO. SPRINGFIELD ICE & REFRIGERATING
(Two Warehouses)
TUCSON, ARIZONA ARIZONA ICE & COLD STORAGE
TULSA, OKLA. TULSA COLD STORAGE

GENERAL OFFICES
CITY PRODUCTS CORPORATION
33 S. Clark St., Chicago 3, Ill.



BLAST CHILLS (with CO₂ Spray) Delivers Pork "Fresh as Local Kill"

Sioux City Dressed Pork, Inc. sets a new standard for preserving freshness in shipment with high pressure CO₂ spray. This method of shipment also:

- Removes all oxygen—kills all bacteria in air—holds bloom—doubles refrigeration protection
- Costs no more—gives you BETTER PORK. FRESHER PORK, FASTER SERVICE

Sioux City Dressed Pork Inc.

1200 Bluff Road Phone 5-8051 SIOUX CITY, IOWA

BETTER PORK

for LESS . . .
from the world's most modern plant:

- ✓ CO₂ immobilization reduces bruises to minimum
- ✓ Hand splitting assures brightness of bone
- ✓ Uniformity of carcasses yield your desired cuts
- ✓ 2-Way Radio Equipped Buyers that buy right!

Get all the facts from:
JAMES KUECKER
RICHARD (Bud) NEEDHAM
or **LARRY WALSH**

price depending on quality of stock. Choice white grease was still bid at 6 $\frac{3}{4}$ c, same destination. Yellow grease was bid at 5 $\frac{3}{4}$ c, and special tallow at 5 $\frac{3}{4}$ c, also c.a.f. New York. Edible tallow was offered at 8 $\frac{1}{4}$ c, c.a.f. Chicago, with bids at 8c. Edible tallow was also available at 7 $\frac{3}{4}$ c, f.o.b. River, with indications in the market of 7 $\frac{5}{8}$ c, if stock was located in the right freight position.

TALLOW: Wednesday's quotations: edible tallow, 7 $\frac{3}{4}$ c, f.o.b. River, and 8 $\frac{1}{4}$ c, Chicago basis; original fancy tallow, 6 $\frac{1}{8}$ c; bleachable fancy tallow, 5 $\frac{7}{8}$ c; prime tallow, 5 $\frac{1}{2}$ c; special tallow, 5c; No. 1 tallow, 4 $\frac{1}{2}$ c, and No. 2 tallow, 3 $\frac{3}{4}$ c.

GREASES: Wednesday's quotations: choice white grease, all hog, 5 $\frac{7}{8}$ c; B-white grease, 5c; yellow grease, 4 $\frac{1}{2}$ c; and house grease, 4 $\frac{1}{8}$ c. Choice white grease, all hog, was bid at 6 $\frac{3}{4}$ c, New York.

EASTERN BY-PRODUCTS

New York, Nov. 11, 1959

Dried blood was quoted today at \$4@4.25 per unit of ammonia. Low test wet rendered tankage was listed at \$4.25@4.50 per unit of ammonia and dry rendered tankage was priced at \$1.15 per protein unit.

New Animal Fat Plastic Bends Readily At Low Temperature

Scientists of the U. S. Department of Agriculture recently described a new type of plastic that will bend without breaking at temperatures as low as 50°F. below zero. The new plastic is derived from adding 35 per cent animal fats to the plastic base material.

The reduction in the amount of soap manufactured and the consequent loss of market for fats and tallows has necessitated finding new uses for the large volume of these products that are available. Each new use developed benefits the rendering industry and provides a better market for by-products of the meat industry.

Report Tallow Ration Swine Make Fast Gains In N.Y. Test

Recent feeding experiments conducted at the New York State College of Agriculture at Cornell University indicate that pigs fed rations containing 19 per cent protein plus 10 per cent tallow made faster gains with less feed than pigs fed rations without fat added or rations with fat added, but containing a lower percentage of protein supplement.

The National Renderers Association points out that these findings agree with previously announced results of other feeding projects.

CHICAGO HIDES

Wednesday, Nov. 11, 1959

BIG PACKER HIDES: In a sharply lower market, about 140,000 hides traded last week, with weakness still evident at the close of the period. Heavy native cows sold at 16 $\frac{1}{2}$ c, for River, Northern and short freight productions, with some very late movement on Friday down to 15 $\frac{1}{2}$ c. Branded cows sold well at 15 $\frac{1}{2}$ c, around midweek but at the close they were down to 14 $\frac{3}{4}$ c, for Northern stock, October and November takeoff.

The market was quiet as the new week opened, with few bids reported. However, some steady interest was reported for heavy native cows and also for branded steers on Monday and Tuesday. Buyers were reported indicating interest in light native cows at 18c, without confirmed bids.

At midweek, most selections were in moderate demand at $\frac{1}{2}$ c to 1c lower prices. Sellers were not pushing offerings to any extent, however. Many plants were not in operation due to observance of Veterans Day.

SMALL PACKER AND COUNTRY HIDES: The trend continued easy in small packer and country hides. Midwestern 50/52-lb. average locker-butchers were reported available at 12@12 $\frac{1}{2}$ c, with some just east of Chicago reported quotable a shade over that level. Straight cars, 50/52-lb. renderers, moved mostly at 11 $\frac{1}{2}$ @12c, for Midwestern stock. No. 3's, meanwhile, were still slow to move and were quoted at 10@10 $\frac{1}{2}$ c, with more emphasis on the inside price. Midwestern small packer 50/52-lb. allweights also took on easier undertone, being currently quoted at 14 $\frac{1}{2}$ @15 $\frac{1}{2}$ c nominal. The 60/62 allweights were quoted at 12 $\frac{1}{2}$ @13 $\frac{1}{2}$ c nominal. Good and choice Northern horsehides were slow at 10.50@11.50 f.o.b. shipping points.

CALFSKINS AND KIPSKINS: In the big packer market, an easy undertone prevailed, as River kip was available down to 39c, with overweights nominal at 37c. Last reported trading in Southeastern overweights was at 36c. Last reported trading in Northern light calf was at 57 $\frac{1}{2}$ c, with some recent sales of River heavy calf at 42 $\frac{1}{2}$ c. Northern light calf was last confirmed at 45c. Small packer allweight calf was steady at 35@38c nominal, and allweight kip was dull at 30c nominal. Country allweight calf was steady at 23@25c nominal, as was allweight kip at 21@22c. No trading in regular slunks has been reported in some

time, but last sales were at 2.50. Some ideas of current value were heard at about 2.00.

SHEEPSKINS: As to quality and point or origin, No. 1 shearlings moved from 1.75@2.25 this week. No. 2's from River and Northern points were steady at 1.00@1.25, and No. 3's were unchanged at .60@.75. Pickled lambskins were reported at 14.00@14.50, and sheepskins at 16.00@16.25. Dry pelts last sold at .21, with some buyers' ideas recently heard at .20. Lamb pelts from Midwestern points were steady at 2.60@2.75. Last reported sales of Eastern pelts were at 3.00 per cwt., liveweight basis, for November production.

CHICAGO HIDE QUOTATIONS

PACKER HIDES		Wednesday, Nov. 11, 1959	Cor. date 1958
Lgt. native steers	..21	@21 $\frac{1}{2}$ n	17 $\frac{1}{2}$ @18n
Hvy. nat. steers	...	15 $\frac{1}{2}$ n	13 @13 $\frac{1}{2}$ n
Ex. lgt. nat. steers	...	23n	21n
Butt-brand. steers	...	13 $\frac{1}{2}$ n	11 $\frac{1}{2}$ n
Colorado steers	...	12 $\frac{1}{2}$ n	9 $\frac{1}{2}$ n
Hvy. Texas steers	...	13n	10 $\frac{1}{2}$ n
Light Texas steers	...	19n	14n
Ex. lgt. Texas steers	...	21n	17 $\frac{1}{2}$ n
Heavy native cows	...	15 $\frac{1}{2}$ n	14 $\frac{1}{2}$ @15n
Lght nat. cows	..20	@20 $\frac{1}{2}$ n	17 $\frac{1}{2}$ @22n
Branded cows	...	14 $\frac{3}{4}$ n	13 $\frac{1}{4}$ @14 $\frac{1}{4}$ n
Native bulls	.....12	@12 $\frac{1}{2}$ n	8 @8 $\frac{1}{2}$ n
Branded bulls	.....11	@11 $\frac{1}{2}$ n	7 $\frac{1}{2}$ @8n
Calfskins:			
Northern, 10/15 lbs.	...	45n	55n
10 lbs./down	...	57 $\frac{1}{2}$ n	62 $\frac{1}{2}$ lb
Kips, Northern native,	...	...	...
15/25 lbs.	.....	39n	45b
SMALL PACKER HIDES			
STEERS AND COWS:			
60/62 avg.	.....	12 $\frac{1}{2}$ @13 $\frac{1}{2}$ n	12 @12 $\frac{1}{2}$ n
50/52 avg.	.....	14 $\frac{1}{2}$ @15 $\frac{1}{2}$ n	15 @16n
SMALL PACKER SKINS			
Calfskins, all wts.	..35	@38n	42 @45n
Kipskins, all wts.	...	30n	32 @33n
SHEEPSKINS			
Packer shearlings:			
No. 1	.....	\$ 1.75 @ 2.25n	1.00@ 2.00n
No. 2	.....	1.00 @ 1.25n	.40 @ .60n
Dry Pelts	.....	.21n	.17 @ .18n
Horsehides, untrim.	11.00	@11.50n	7.00 @ 7.50n
Horsehides, trim.	10.50	@11.00n	6.50 @ 7.00n

N. Y. HIDE FUTURES

Friday, Nov. 6, 1959				
	Open	High	Low	Close
Jan. ...	18.25	18.80	18.31	18.60b-.70a
Apr. ...	17.68	18.15	17.57	18.10b-.20a
July ...	17.35b	17.90	17.40	17.85-.90
Oct. ...	17.25b	17.30	17.30	17.60b-.80a
Jan. ...	16.20b	....	....	16.60b
Sales: 150 lots.				
Monday, Nov. 9, 1959				
Jan. ...	18.90	18.90	18.40	18.60
Apr. ...	18.20	18.30	17.98	18.05b-.10a
July ...	17.90	17.90	17.84	17.75b-.85a
Oct. ...	17.45b	17.45	17.45	17.35b-.60a
Jan. ...	16.60b	....	....	16.80b
Sales: 68 lots.				
Tuesday, Nov. 10, 1959				
Jan. ...	18.40b	18.64	18.45	18.62
Apr. ...	17.90b	18.10	18.09	18.10b-.20a
July ...	17.61	17.90	17.60	17.85b-18.00a
Oct. ...	17.20b	....	....	17.45b-.90a
Jan. ...	16.50b	....	....	16.62b
Sales: 45 lots.				
Wednesday, Nov. 11, 1959				
Jan. ...	18.60b	18.65	18.50	18.60b-.65a
Apr. ...	18.00b	18.20	18.10	18.20b-.25a
July ...	17.60b	17.85	17.85	17.90b-18.00a
Oct. ...	17.40b	....	....	17.40b-.80a
Jan. ...	16.60b	....	....	16.70b
Sales: 62 lots.				
Thursday, Nov. 12, 1959				
Jan. ...	18.50	18.50	17.95	17.95
Apr. ...	18.00	18.10	17.60	17.64
July ...	18.00	18.00	17.75	17.40b-.65a
Oct. ...	....	17.40	17.40	17.20b-.50a
Jan. ...	16.49b	....	....	16.50b
Sales: 84 lots.				

LIVESTOCK MARKETS... Weekly Review

Outlook For Hog Producers Will Hinge On Two Situations, Says N. Dakota Market Economist

Hog producers looking ahead for the next couple of years are up against a doublebarrelled situation when it comes to deciding how deep to go into production, H. W. Herbison, extension marketing economist at North Dakota Agricultural College, declared.

"Looking ahead to 1960-61, the hog man can adjust his hog enterprise to two possibilities," Herbison says. One of these would be on the basis that \$12-13 price-point lows will be reached by spring of 1960, with a general pick-up in price towards fall of 1960, as hogs move back slowly on another cycle in the production trend.

The other situation, to which Herbison is inclined to agree is one in which the low point in the present hog cycle may not be reached until the fall of 1960 or until the spring of 1961.

The second possibility is widely supported by hogmen for these reasons: 1) easy to lower feed prices, 2) hog prices averaging out near \$13 per cwt. and 3) slightly better than break-even price margins for the large operator who has a high degree of efficiency in converting feed into pork.

"The main joker in the deck," Herbison thinks, "is pressure of increased beef supplies on pork in the retail markets." He looks for "supply pressure" on hog prices to continue for some time.

Canada To Support Hogs By Direct Payments To Producers; Would Control Shipments To U.S.

The direct payment plan for price support of hogs in Canada will go into effect January 11, 1960, replacing the present method of support through purchases of pork, the Canadian Minister of Agriculture announced recently.

The minister had previously announced that no subsidized pork would enter the United States as a result of the change in the price-support method. Under direct payments, market prices of hogs and pork in Canada will fall to their normal free-market level. Canadian officials are now developing a method of preventing excessive shipments to the U.S.

Support payments will be the amount by which the national average market price falls below the equivalent average support price (basis \$23.65 per 100 lbs. Grade A carcasses, Toronto). Payments will be limited to "registered" hog producers and to total marketings of 100 head of Grade A and B hogs by each farmer each year. Eligibility will be restricted to "bona fide farmers exclusive of commercial organizations" on hogs marketed through federally inspected and approved grading establishments.

Single, Load Titles To Herefords At G. National

A 1,000-lb. Hereford steer marched to the grand championship over all breeds at the Grand National Livestock Exposition. The coveted award went to 21-year-old H. Skinner Hardy of Bakersfield, Calif. The grand championship in the carlot division went to a load of heavyweight Hereford steers, shown by Kenneth Dalton of Kersey, Colo. The reserve grand champion load, also Herefords, was shown by the firm of Cole & Chase, two students at the California State Polytechnic College, San Luis Obispo, Calif.

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, Nov. 10 were reported by the Agricultural Marketing Service, Livestock Division, as follows:

	N.S. Yds.	Chicago	Kansas City	Omaha	St. Paul
HOGS:					
BARROWS & GILTS:					
U.S. No. 1:					
180-200	13.00-13.75				12.00-13.25
200-220	13.60-13.75	13.50-13.75		13.00	13.25-13.50
220-240		12.85-13.65		13.00	13.25-13.50
U.S. No. 2:					
180-200		13.00-13.65			12.75-13.25
200-220		13.40-13.65			12.75-13.25
220-240		12.75-13.65			12.75-13.25
240-270		12.65-13.00			
U.S. No. 3:					
200-220	12.75-13.25	12.90-13.25			12.00-12.50
220-240	12.50-13.25	12.50-13.10			12.00-12.50
240-270	12.25-13.25	12.40-12.75			12.00-12.50
270-300	11.75-12.75				11.75-12.25
U.S. No. 1-2:					
180-200	13.50-13.60	13.00-13.75	12.50-13.00	12.00-13.00	
200-220	13.50-13.60	13.40-13.75	12.75-13.00	12.75-13.00	13.00-13.50
220-240	13.35-13.60	12.85-13.65	12.75-12.90	12.75-13.25	13.00-13.50
U.S. No. 2-3:					
200-220	12.75-13.50	13.00-13.40	12.25-12.50	12.25-12.50	12.25-12.50
220-240	12.75-13.35	12.65-13.40	12.25-12.50	12.25-12.50	12.25-12.50
240-270	12.50-13.25	12.50-12.75	12.00-12.50	12.00-12.50	12.25-12.50
270-300	12.00-12.75			11.75-12.25	
U.S. No. 1-2-3:					
180-200	13.00-13.50	13.00-13.40	12.00-12.60	11.00-12.75	11.50-12.75
200-220	13.00-13.50	13.10-13.40	12.50-12.75	12.50-12.75	12.50-12.75
220-240	13.00-13.50	12.75-13.40	12.50-12.75	12.50-12.75	12.50-12.75
240-270	12.50-13.35		12.50-12.65	12.25-12.50	
SOVS:					
U.S. No. 1-2-3:					
180-270	11.75				
270-330	11.50-11.75		11.25-11.50	11.00-11.75	11.75-12.00
330-400	10.75-11.75	10.25-11.50	10.50-11.25	10.25-11.00	10.50-11.75
400-550	10.25-11.00	9.50-10.50	10.00-10.50	9.50-10.50	9.50-11.00
SLAUGHTER CATTLE & CALVES:					
STEERS:					
Prime:					
700-900		27.25-28.25		26.50-27.00	
900-1100		27.25-28.25		26.50-27.00	
1100-1300		27.50-28.50		26.50-26.99	
1300-1500		26.50-28.50		26.00-26.75	
Choice:					
700-900	26.50-28.00	26.25-27.50	24.75-27.00	24.75-26.75	24.75-26.00
900-1100	26.25-28.00	26.00-27.50	24.50-27.00	24.50-26.75	25.00-26.50
1100-1300	26.00-28.00	25.75-27.50	24.50-27.00	24.50-26.75	25.00-26.50
1300-1500	25.50-27.00	25.75-27.00	24.50-26.50	24.00-26.50	24.50-26.00
Good:					
700-900	24.00-26.25	24.50-26.00	22.50-24.50	23.00-24.50	23.25-25.00
900-1100	24.00-26.00	24.25-25.75	22.25-24.50	23.00-24.50	23.50-25.00
1100-1300	23.50-26.00	24.00-25.75	22.25-24.50	22.50-24.50	23.25-25.00
Standard, all wts.	21.50-24.00	22.50-24.50	18.00-22.50	21.00-23.00	18.50-23.50
Utility, all wts.	17.50-21.50	19.50-22.50	16.25-18.50	19.00-21.00	16.50-18.50
HEIFERS:					
Prime:					
800-1000		25.50-26.00		25.50-26.00	
Choice:					
600-800	25.50-27.00	24.50-25.50	24.00-26.00	24.00-25.50	24.00-25.00
800-1000	25.50-27.00	24.25-25.50	24.00-26.00	23.50-25.50	24.00-25.25
Good:					
500-700	23.00-25.50	23.00-24.50	22.00-24.00	22.00-24.00	22.50-24.00
700-900	23.00-25.50	22.75-24.50	22.00-24.00	22.00-24.00	22.50-24.00
Standard, all wts.	20.50-23.00	21.00-23.00	17.50-22.00	20.00-22.00	17.50-22.50
Utility, all wts.	17.00-21.00	16.50-21.00	14.50-17.50	17.00-20.00	15.50-17.50
COWS:					
Commercial, all wts.	15.50-17.50	16.25-17.50	16.00-17.50	16.25-17.00	15.50-16.00
Utility, all wts.	14.50-16.00	13.25-16.25	14.00-16.00	14.00-16.25	15.25-18.50
Canner & cutter, all wts.	10.50-14.50	11.00-14.25	10.50-14.00	11.00-14.00	11.00-13.50
BULLS (Yr. Excl.) All Weights:					
Commercial	19.00-21.00	20.75-21.50	18.00-19.25	19.00-21.00	19.50-21.00
Utility	18.00-19.50	19.00-20.75	17.50-18.50	19.00-21.00	19.50-22.00
Cutter	15.00-18.50	17.75-19.00	16.50-18.00	17.00-19.00	19.00-21.50
VEALERS, All Weights:					
Ch. & pr.	25.00-33.00		28.00	27.00	27.00-33.00
Std. & gd.	18.00-26.00	25.00-32.00	20.00-28.00	20.00-27.00	19.00-27.00
CALVES (500 Lbs. Down):					
Choice	23.00-25.00		23.00		24.00-26.00
Std. & gd.	16.00-24.00		15.00-23.00		18.00-24.00
SHEEP & LAMBS:					
LAMBS (110 lbs. Down):					
Choice	18.00-19.00	19.00-20.00	18.00-19.00	18.00-18.75	18.00-18.75
Good	16.00-18.25	17.00-19.00	16.50-18.00	16.75-18.25	16.50-18.00
LAMBS (105 lbs. Down) (Shorn):					
Choice	17.50-18.50		18.00-18.50	18.00-18.75	
Good	16.00-18.00	17.50-19.50	16.00-18.00	16.50-18.25	
EWES (Shorn):					
Gd. & ch.	3.00-4.50	3.50-4.50	3.50-4.50	5.00-6.00	4.00-4.50
Cull & util.	2.50-3.50	3.00-3.50	3.00-4.00	3.50-5.50	2.50-4.00

CORN BELT DIRECT TRADING

Des Moines, Nov. 11—Prices on hogs at 14 plants and about 30 concentration yards in interior Iowa and southern Minnesota, as quoted by the U. S. Department of Agriculture:

BARROWS & GILTS:

U.S. No. 1, 200-220	\$12.00@13.00
U.S. No. 1, 220-240	11.80@12.85
U.S. No. 2, 200-220	12.00@12.75
U.S. No. 2, 220-240	11.70@12.60
U.S. No. 2, 240-270	11.25@12.50
U.S. No. 3, 200-220	11.60@12.50
U.S. No. 3, 220-240	11.40@12.35
U.S. No. 3, 240-270	11.10@12.05
U.S. No. 3, 270-300	none qtd.
U.S. No. 1-3, 270-300	none qtd.
U.S. No. 1-3, 300-320	11.00@12.50
U.S. No. 1-3, 320-340	11.70@12.50
U.S. No. 1-3, 340-360	11.70@12.50
U.S. No. 1-3, 360-380	11.25@12.20

SOWS:

U.S. No. 1-3, 270-300	10.85@12.15
U.S. No. 1-3, 300-320	10.10@11.65
U.S. No. 1-3, 320-340	8.60@10.65

Corn Belt hog receipts, as reported by the USDA:

	This week	Last week	Last year
Nov. 5	67,000	87,000	65,000
Nov. 6	94,000	70,000	59,000
Nov. 7	46,500	46,000	41,000
Nov. 8	82,000	69,500	83,000
Nov. 9	77,000	79,000	24,000
Nov. 10	55,000	95,000	107,000

LIVESTOCK PRICES AT SIOUX CITY

Livestock prices at Sioux City on Tuesday, Nov. 10 were as follows:

CATTLE:	Cwt.
Steers, prime	\$26.25@27.50
Steers, choice	24.25@26.50
Steers, good	23.00@24.50
Heifers, choice	23.50@25.00
Heifers, good	22.00@23.50
Cows, util. & com'l.	14.75@17.00
Cows, can. & cut.	11.50@15.00
Bulls, util. & com'l.	19.00@20.50
Bulls, cutter	17.50@19.50

BARROWS & GILTS:

U.S. No. 1, 200/220	none qtd.
U.S. No. 1, 220/240	none qtd.
U.S. No. 2, 180/200	12.25@12.50
U.S. No. 2, 200/240	12.25@12.60
U.S. No. 2, 240/270	12.00@12.50
U.S. No. 3, 200/240	12.25@12.50
U.S. No. 3, 240/270	12.00@12.50
U.S. No. 3, 270/300	11.75@12.25
U.S. No. 1-2, 180/200	12.25@12.50
U.S. No. 1-2, 200/240	12.50@12.75
U.S. No. 2-3, 200/240	12.35@12.50
U.S. No. 2-3, 240/300	11.75@12.50
U.S. No. 1-3, 180/220	12.25@12.60
U.S. No. 1-3, 220/270	12.00@12.60

SOWS, U. S. No. 1-3:

270/330 lbs.	10.75@11.50
330/400 lbs.	10.00@10.75
400/550 lbs.	9.00@10.00

LAMBS:

Choice	18.00@18.75
Good	17.50@18.00

LIVESTOCK PRICES AT DENVER

Livestock prices at Denver on Tuesday, Nov. 10 were as follows:

CATTLE:	Cwt.
Steers, gd. & ch.	\$25.50@26.75
Steers, good	23.50@25.50
Heifers, gd. & ch.	23.00@25.85
Cows, utility	14.50@16.50
Cows, can. & cut.	11.00@14.00
Bulls, utility	none qtd.
BARROWS & GILTS:	
U.S. No. 1-2, 190/250	13.00@13.25
U.S. No. 1-3, 190/250	12.85@13.00
U.S. No. 2-3, 190/265	12.50@12.75
SOWS, U. S. No. 2-3:	
397/500 lbs.	10.00@10.50
400/625 lbs.	9.00@10.00
LAMBS:	
Good & choice	18.50
Good	17.75@18.25

LIVESTOCK PRICES AT INDIANAPOLIS

Livestock prices at Indianapolis on Tuesday, Nov. 10 were as follows:

CATTLE:	Cwt.
Steers, ch. & pr.	\$26.00@27.25
Steers, gd. & ch.	24.00@26.50
Heifers, gd. & ch.	23.50@26.00
Cows, util. & com'l.	14.50@16.00
Cows, can. & cut.	12.50@15.00
Bulls, util. & com'l.	17.00@21.00

VEALERS:

Choice & prime	33.00@34.00
Good & choice	30.00@33.00
Calves, gd. & ch.	25.00@29.00

BARROWS & GILTS:

U.S. No. 1, 200/220	13.90@14.00
U.S. No. 1, 220/240	13.75@14.00
U.S. No. 1, 240/260	13.25@13.50
U.S. No. 2, 200/240	13.25@13.50
U.S. No. 2, 240/270	12.50@13.00
U.S. No. 3, 270/300	12.25@12.50
U.S. No. 1-2, 180/200	13.75@14.00
U.S. No. 1-2, 200/220	13.75@14.00
U.S. No. 1-2, 220/240	13.75@14.00
U.S. No. 2-3, 200/220	13.25@13.75
U.S. No. 2-3, 220/240	13.25@13.75
U.S. No. 2-3, 240/270	12.75@13.50
U.S. No. 2-3, 270/300	12.50@13.00
U.S. No. 1-3, 180/200	13.50@13.85
U.S. No. 1-3, 200/220	13.50@14.00
U.S. No. 1-3, 220/240	13.50@13.85
U.S. No. 1-3, 240/270	13.00@13.50

SOWS, U. S. No. 1-3:

270/330 lbs.	11.50@12.25
330/400 lbs.	10.50@11.50
400/550 lbs.	10.00@11.75

LAMBS:

Good & choice	16.00@19.00
Utility & good	13.50@16.50

LIVESTOCK PRICES AT ST. JOSEPH

Livestock prices at St. Joseph on Tuesday, Nov. 10 were as follows:

CATTLE:	Cwt.
Steers, ch. & pr.	\$26.00@27.00
Steers, good	23.00@26.00
Heifers, gd. & ch.	22.00@25.50
Cows, util. & com'l.	13.50@16.50
Cows, can. & cut.	10.50@13.50
Bulls, cut. & com'l.	15.50@19.50

VEALERS:

Good	25.00@26.00
Calves, gd. & ch.	20.00@22.00

BARROWS & GILTS:

U.S. No. 3, 220/240	12.25@12.50
U.S. No. 3, 240/270	12.00@12.35
U.S. No. 1-2, 180/200	12.50@13.00
U.S. No. 1-2, 200/220	12.85@13.35
U.S. No. 1-2, 220/240	12.85@13.25
U.S. No. 2-3, 200/220	12.50@12.75
U.S. No. 2-3, 220/240	12.50@12.75
U.S. No. 2-3, 240/300	12.25@12.60
U.S. No. 1-3, 180/200	12.25@12.75
U.S. No. 1-3, 200/240	12.50@12.85
U.S. No. 1-3, 240/270	12.25@12.75

SOWS, U. S. No. 1-3:

180/270 lbs.	none qtd.
270/330 lbs.	11.00@11.50
330/400 lbs.	10.50@11.00
400/550 lbs.	9.75@10.50

LAMBS:

Good & Choice	17.50@18.50
Utility & good	16.50@17.50

LIVESTOCK PRICES AT LOUISVILLE

Livestock prices at Louisville on Tuesday, Nov. 10 were as follows:

CATTLE:	Cwt.
Steers, std. & gd.	\$23.50@24.50
Steers, util. & std.	19.00@23.00
Heifers, std. & gd.	22.00@24.50
Heifers, util. & std.	18.00@22.50
Cows, utility	14.50@16.50
Cows, can. & cut.	11.00@15.00
Bulls, util. & com'l.	19.00@20.00
VEALERS:	
Choice	32.00@36.00
Good & choice	25.00@32.00
Calves, gd. & ch.	21.00@24.00
BARROWS & GILTS:	
U.S. No. 1-3, 160/180	13.00
U.S. No. 1-2, 190/240	13.75@14.00
U.S. No. 2-3, 260/280	13.25
SOWS, U. S. No. 2-3:	
300/400 lbs.	11.00@11.50
400/600 lbs.	10.50@11.00
LAMBS:	
Choice	19.00
Good & choice	17.00@18.00

WEEKLY LIVESTOCK SLAUGHTER

Slaughter of livestock at major centers during the week ended Nov. 7, 1959 (totals compared), as reported by the U. S. Department of Agriculture:

City or Area	Cattle	Calves	Hogs	Sheep
Boston, New York City Area ¹	15,120	11,571	50,125	42,000
Baltimore, Philadelphia	8,296	2,560	27,426	4,471
Cincy., Cleve., Detroit, Indpls.	20,741	4,772	147,045	20,871
Chicago Area	17,705	7,536	36,192	7,400
St. Paul-Wis. Areas ²	35,029	24,255	163,836	23,171
St. Louis Area ³	15,680	1,970	99,543	6,200
Sioux City-So. Dakota Area ⁴	25,515	...	142,877	19,400
Omaha Area ⁵	37,162	187	97,269	16,800
Kansas City	15,256	...	47,812	...
Iowa-So. Minnesota ⁶	31,602	9,924	345,953	29,800
Louisville, Evansville, Nashville	7,548	5,338	61,087	...
Memphis	5,771	2,789	29,021	...
Georgia-Florida-Alabama Area ⁷	5,771	2,789	29,021	...
St. Joseph, Wichita, Okla. City	18,988	1,814	72,512	11,100
Ft. Worth, Dallas, San Antonio	9,369	3,968	21,959	20,400
Denver, Ogden, Salt Lake City	18,668	357	17,745	33,600
Los Angeles, San Fran. Areas ⁸	27,347	977	34,163	32,800
Portland, Seattle, Spokane	8,006	469	23,021	5,071
GRAND TOTALS	317,883	78,457	1,417,586	274,500
Same week year ago	298,067	87,518	1,245,674	231,000

¹Includes Brooklyn, Newark and Jersey City. ²Includes St. Paul, So. St. Paul, Minn., and Madison, Milwaukee, Green Bay, Wis. ³Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. ⁴Includes Sioux Falls, Huron, Mitchell, Madison, and Watertown, S. Dak. ⁵Includes Lincoln and Fremont, Nebr., and Glenwood, Iowa. ⁶Includes Albert Lea, Austin and Winona, Minn., Cedar Rapids, Davenport, Des Moines, Dubuque, Estherville, Fort Dodge, Marshalltown, Mason City, Ottumwa, Postville, Storm Lake and Waterloo, Iowa. ⁷Includes Birmingham, Dothan and Montgomery, Ala., Albany, Atlanta, Moultrie, and Thomasville, Ga., Bartow, Hialeah, Jacksonville, Ocala and Quincy, Fla. ⁸Includes Los Angeles, San Francisco, So. San Francisco, San Jose and Vallejo, Calif.

LIVESTOCK PRICES AT 10 CANADIAN MARKETS

Average prices per cwt paid for specific grades of steers, calves, hogs and lambs at 10 leading markets in Canada during the week ended Oct. 31 compared with same week in 1958, as reported to the Provisioner by the Canadian Department of Agriculture:

	GOOD STEERS	VEAL CALVES	HOGS*	LAMBS
	All wts.	Gd. & Ch.	Grade B ¹	Good
	1959	1958	1959	1958
Toronto	\$24.50	\$23.75	\$31.50	\$22.65
Montreal	23.90	23.00	29.10	28.95
Winnipeg	23.91	23.06	26.05	26.89
Calgary	24.65	23.15	21.45	24.40
Edmonton	23.20	22.25	20.50	23.50
Lethbridge	24.00	22.50	23.00	19.10
Pr. Albert	23.25	21.50	23.10	19.15
Moose Jaw	23.00	21.50	20.50	19.15
Saskatoon	23.60	22.20	24.00	24.50
Regina	23.00	21.85	22.75	25.50

*Canadian government quality premium not included.

SOUTHERN LIVESTOCK RECEIPTS

Receipts at six packing plant stockyards located in Albany, Columbus, Moultrie, Thomasville, Ga.; Dothan, Ala.; and Jacksonville, Fla., week ended Nov. 6.

	Cattle & Calves	Hogs
Week ended Nov. 6	2,625	20,100
Week previous (six days)	2,687	16,425
Corresponding week last year	2,834	17,975

CANADIAN KILL

Inspected slaughter of livestock in Canada for the week ended Oct. 31, with comparisons:

CATTLE	Week ended Oct. 31	Same week 1958
Western Canada	18,644	19,853
Eastern Canada	18,437	22,739
Totals	37,081	42,592
Western Canada	72,481	73,533
Eastern Canada	93,065	72,993
Totals	165,546	146,526
All hog carcasses graded	176,919	157,240
SHEEP		
Western Canada	8,453	7,387
Eastern Canada	21,590	17,948
Totals	30,043	25,335

PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ended Nov. 6:

Los Ang.	4,925	525	800	400
N. P'tland	2,925	475	2,150	2,375
Stockton	1,900	400	1,000	450

LIVESTOCK RECEIPTS

Receipts at 12 markets for the week ended Friday, Nov. 6, with comparisons:

	Cattle	Hogs	Sheep
Week to date	263,000	438,000	111,800
Previous week	282,500	415,700	127,100
Same wk. 1958	252,600	371,700	92,400

NEW YORK RECEIPTS

Receipts of livestock at Jersey City and 41st St., New York market for the week ended Nov. 7.

	Cattle	Calves	Hogs	Sheep
Salable	139	28	None	144
Total (incl. directs)	2,668	170	16,492	6,673
Prev. wk.	104	14	None	None
Total (incl. directs)	2,629	14	21,698	6,268

*Includes hogs at 31st Street.

ing the
reported

Sheep
42,484
4,474
20,471
7,489
23,177
6,353
19,449
16,831
29,844
11,181
20,481
33,234
32,834
5,674
274,501
231,001

Paul, So.
Includes
Mo. 4th
S. Dak.
Includes
ort, Des
on City,
Birming-
rie, and
Quincy,
San Jose

KETS
des of
kets in
d with
by the

AMBS
Good
weights
1968

\$20.38
19.55
19.27
17.80
16.30
17.00
16.30
16.30
16.30

in Al-
othan,

Hogs
20,100
16,425
17,575

PTS
markets
riday,
sons:
Sheep

111,800
127,100
92,400

PTS
ck at
st st,
or the

Sheep
144
6,673
None
6,268
reet.

, 1959

EXPERT CUSTOM BLENDING
FOR YOUR INDIVIDUAL NEEDS

COMPLETE LINE OF QUALITY
SEASONINGS
OF NATURAL & SOLUBLE SPICES

FIRST SPICE *Mixing Company, Inc.*
New York 13, N. Y. • San Francisco 7, Cal. • Toronto 19, Canada

WARNER-JENKINSON MFG. CO.
RED SEAL
TRADE MARK
ST. LOUIS

CERTIFIED CASING COLORS

WARNER-JENKINSON MFG., CO.
2526 Baldwin St. • St. Louis 6, Mo.
West Coast: 2515 Southwest Drive, Los Angeles 43, Calif.

ADELMANN
...the kind your ham makers prefer

The most complete line available.
Over 100 sizes, 10 different shapes.
All in Cast Aluminum—some in Stainless Steel. Ask for booklet "The Modern Method", listing all and containing valuable ham boiling hints.

HAM BOILER CORPORATION
OFFICE AND FACTORY, PORT CHESTER, N. Y.

57 COMPANIES
SUPPLY CLEANING COMPOUNDS



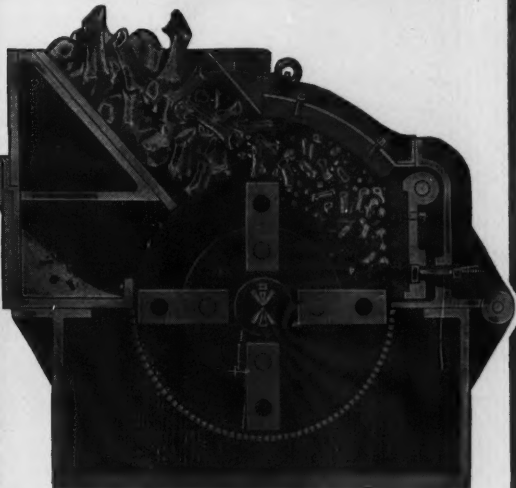
You'll find them all listed in the
"YELLOW PAGES" of the Meat Industry . . .
starting on page 43

The Purchasing Guide for the Meat Industry
A NATIONAL PROVISIONER PUBLICATION

THE NATIONAL PROVISIONER, NOVEMBER 14, 1959

If it's
GREASY
it's
EASY
with

WILLIAMS
Heavy Duty
HAMMER MILLS



Grind High Grease Content Tankage, Meat Scrap, Cracklings And Bones More Uniformly, Faster, Cooler, At Lower Cost

- Handles either dry products or materials with high grease content with ease, speed and economy
- Reversible hammers provide 4 times more wear
- Easy grinding plate adjustment retains like-new operating efficiency
- Metal trap guards against damage by tramp iron, other foreign materials
- Instant access to interior for cleaning and maintenance
- Heavy duty construction—extra large shaft—oversize bearings
- Many other exclusive features. Proved in hundreds of plants.

ASK WILLIAMS FIRST ABOUT . . .
Complete "packaged" by-product grinding plants
Crushers for carcasses, entrails, green bones, etc.
Vibrating screens • Pneumatic & mechanical conveyors

WILLIAMS PATENT CRUSHER & PULVERIZER CO.
2708 N. 9TH ST. ST. LOUIS 6, MO.

WILLIAMS
CRUSHERS GRINDERS SHREDDERS
OLDEST AND LARGEST MANUFACTURER OF HAMMER MILLS IN THE WORLD

Have We Helped YOUR Profit Picture Yet?

DUPPS

Over the last ten years Dupps has helped many firms improve their profit picture. The first step toward higher profits for you is a complete engineering survey of your plant. We determine how to improve its efficiency, with the least expense. We recommend the rearranging of your equipment to obtain maximum productivity with minimum labor costs and the addition of new equipment that you need. Our years of experience in solving the various problems of rendering problems a part of your plant's normal routine in your plant.

DUPPS COMPANY
CINCINNATI, OHIO

The Meat Trail...

Oscar G. Mayer Honored by Firm on 50th Anniversary

OSCAR G. MAYER, chairman of the board of Oscar Mayer & Co., was honored for a "half-century of distinguished service to the American meat industry" at a golden anniversary dinner in Madison, Wis., sponsored by directors of the company. The 71-year-old son of the company founder was cited for his vigorous leadership, his many contributions to the meat packing industry and his devoted service to his fellow man.



O. G. MAYER

Mayer worked as a boy in the family meat market in Chicago. He became associated with the company formally in 1909, when he was graduated cum laude from Harvard University and was made assistant to the superintendent of the Chicago plant. He served as president of the company from 1928 to 1955. Under his leadership, plants were opened in Madison, Davenport, Philadelphia, Los Angeles and Atlanta; the company's sales increased from about \$4,000,000 to more than \$250,000,000 annually, and total employment rose from a few hundred persons to about 8,000.

Presiding at the anniversary dinner was Mayer's son, OSCAR G., JR., the company's president since 1955. Senior vice president ADOLPH C. BOLZ presented the guest of honor with an engraved testimonial plaque carrying the signatures of members of the board of directors.

As president of the American Meat Institute from 1924 to 1928, Mayer spearheaded an industry-wide scientific research program to promote the nutritional values of meat. In recent years he has been active in supporting educational programs to help the farmer produce meatier hogs.

Prominent in Chicago civic affairs, Mayer was credited with revitalizing the Chicago Association of Commerce while he was president of that organization from 1938 to 1940. The University of Wisconsin bestowed an honorary law degree on Mayer in 1951, and he was similarly honored by St. Ambrose College, Davenport, in 1957. He was a trustee of the University of Illi-

nois from 1934 to 1940 and is a life trustee of Beloit College, Beloit, Wis. He received Northwestern University's "Centennial Award" in 1951 and was named one of Chicago's "Outstanding 100 Citizens" in 1957.

JOBS

THOMAS F. COSTELLO has joined Seiler's, Inc., Philadelphia, as vice president of marketing. He was formerly with Seabrook Farms.

JOHN D. CARSON has been appointed processed meat marketing manager of the southwest area for Armour and Company. He previously served as manager of Armour interests in San Juan, Puerto Rico.

WILLIAM H. (BILL) TURNER has joined Redfern Sausage Co., Atlanta, Ga., as general manager of plant operations. He has held top-level management positions with several firms, including H. J. Heinz Co., and has had more than five years of experience in food plant management. He will supervise and manage all phases of plant operation, with particular emphasis on uniform processing and strict quality control. The new Redfern general manager has an impressive record as a B-24 pilot in World War II. He flew 22

missions over Germany, was shot down over the Alps and, with a wounded foot, slid down a glacier on a log to keep from freezing, only to run smack into the middle of a pitched battle between Yugoslav partisans and quislings. He spent months in a prisoner-of-war camp and returned to the United States wearing seven campaign ribbons, the Purple Heart and two air medals in recognition of his heroism.

JOSEF KOESTNER has been named advertising sales promotion manager



J. KOESTNER

for The Sugardale Provision Co. of Canton, O. Koestner's former advertising post was with Armour and Company, Chicago. The creation of this new position is a part of the stepped-up expansion program now under way at the Canton concern, Sugardale management announced.

B. D. PEYTON has been named auditor of the Swift & Company meat packing plant at Harrisburg,



MEAT TEAM of European Productivity Agency met with staff members of American Meat Institute for briefing on U. S. meat and livestock industry during recent mission to this country. EPA dispatches international teams of businessmen, workers, farmers, technicians and scientists to European countries and U. S. to study latest industrial and agricultural methods. International group, composed of 17 European countries, with United States and Canada as associate members, is dedicated to an integrated and expanding European economy and a higher standard of living. Shown above during the AML visit are (standing, l. to r.): Gaston Escoube, AML consultant; Charles Burmeister, EPA technical advisor; Dr. D. M. Doty, American Meat Institute Foundation; Frederick L. K. Meyburg, Voorburg, Holland; Albin Schwaller, Lustorf-Dudingen, Switzerland; Nils Johan Fernqvist, Stockholm, Sweden, and Dr. Eugene Keller, Zurich, Switzerland. Seated are Dr. Paul G. W. R. Rasmussen, Espergarde, Denmark; J. Russell Ives, AML, and Kenneth Herbert Day, Berks County, England.



CITED FOR "sustained superior performance" of his job is John J. Riordon (right) of Military Subsistence Supply Agency, Chicago regional office. Riordon, who buys up to \$50,000,000 worth of meat annually for armed forces, is presented an Army certificate and \$250 by Col. James T. Stewart, commanding officer of Chicago food procurement office. It was estimated that Riordon has processed as many as 3,000 military contracts for meat and meat products in 1959 and saved government \$175,000 through knowledge of market conditions and resourcefulness in dealing with trade. Riordon has been with agency since 1942 and was in charge of meat procurement at Memphis office of agency during World War II.

Pa. He succeeds C. F. BOLGER, who has been appointed auditor at Plankinton Packing Co., Milwaukee, a Swift division. Peyton previously was a traveling auditor, working out of the Swift general office.

PLANTS

A group headed by WADE BEESLEY, general manager of West Texas Packing Co., Inc., San Angelo, Tex., since 1955, has purchased majority stock in the corporation. Beesley is the new president. MARVIN S. WRIGHT, former sales manager, has been elected vice president and Mrs. ZADA BEESLEY, secretary-treasurer. Beesley, active in the National Independent Meat Packers Association for many years, is a former member of the NIMPA board of directors and currently serves on the association's legislative and sausage committees.

Stockholders of J. G. Johnson, Inc., San Francisco, voted to discontinue the slaughtering business after fire destroyed the company's plant.

New York charters of incorporation have been issued to five firms. They are: Division Meat Products, Inc., 178 Division ave., Brooklyn;

Western Pork Packers, Inc., 120 Broadway, Room 332, New York 5; Fraser Foods, Inc., 151 W. 51st st., New York 19; 7805 Fifth Avenue Meat Corp., c/o PETER ZARCONE, 2605 Bath ave., Brooklyn, and Iowa Beef Corp., located at 833 Washington st., Manhattan.

HARRY BREST has sold Brest Packing Co., Shamokin, Pa., to Kreisl Bros. of Hazleton, Pa. The Shamokin plant will be operated under the Kreisl name. HENRY and WILLIAM KREISL are principals in the concern.

TRAILMARKS

CHARLES HAWLEY of Meat Packers Equipment Co., Oakland, has been elected a director for the western division of Meat Industry Supply & Equipment Association in a move by which the group's directorate was increased to 11 members. MISEA may now be reached through P. O. Box 71, Palos Park, Ill. The directors are making plans to continue MISEA hospitality activities at future meetings of the National Independent Meat Packers Association and other industry conventions.

DR. HORACE E. THOMPSON, president of Arkansas Agricultural and Mechanical College at Monticello, Ark., for the past 11 years, has announced his resignation, effective December 31, to become co-ordinator of related activities for Puerto Rico Meat Packing Co. and the Puerto Rico Development Commission, both of San Juan. Thompson, a former Arkansas director of the Agricultural Extension Service, was an unsuccessful candidate for governor in 1948. His duties at San Juan will include the responsibility

of relating livestock production on the island to the production demands of Puerto Rico Meat Packing Co. He also will work with agricultural extension and research officials to improve livestock quality in Puerto Rico. CHRIS E. FINKBEINER, president of Little Rock Packing Co., Little Rock, Ark., also is president of Puerto Rico Meat Packing Co., owned by Arkansas interests.

HAROLD F. BREIMYER, who for many years headed the economic outlook work on livestock in the U. S. Department of Agriculture, is now staff economist for agriculture with the Council of Economic Advisers, Washington. He is serving as assistant to Dr. KARL BRANDT, the council member responsible for legislation and policy in the agricultural area.

Morrell-Felin Co., Philadelphia, a division of John Morrell & Co., exhibited and participated in the annual Afro Cooking School and Home Service Show sponsored by the Philadelphia Afro-American.

East Tennessee Packing Co., Knoxville, Tenn., has made a \$1,000 grant to the University of Tennessee's department of animal husbandry and veterinary science. The grant is to be used for graduate study by a member of the department's staff to be selected by a committee of staff members.

DEATHS

DR. FLOYD A. SCOTT, 72, has passed away. He served as a U. S. Department of Agriculture meat inspector at the Austin, Minn., plant of Geo. A. Hormel & Co. for 45 years before his retirement in 1957.



AS BONUS for going over top in sales of corned beef in his territory during past year, Philadelphia broker Abraham Martin Solomon (shown at left with Mrs. Solomon) received new Pontiac from Colonial Corned Beef Co., Chicago. He also was appointed eastern seaboard sales manager for company. Shown presenting new car to Solomon are (l. to r.) David E. Michaels of Colonial Corned Beef and his sons, Eddie and Paul. Occasion was marked by cocktail party attended by many of the 24 brokers who handle the company's line.



BOLOGNA-TONE

**gives your product EYE-APPEAL
that produces SALES APPEAL!**

With BOLOGNA-TONE your product has that freshly-cut appearance—that mouth-watering bright color that holds longer. Enhances your present and accepted flavor.

BOLOGNA-TONE *(Approved by M.I.B.)*

is a heavy liquid with just the RIGHT color. It is an intense red, processed from quality Paprika. Because it's a liquid, there are no specks, you're sure of uniform complete dispersion.

Many leading meat packers are using BOLOGNA-TONE and agree that it has boosted their sales.

**ORDER A TRIAL DRUM.
USE IT IN YOUR PRODUCTION
FOR ONE WEEK.**

Compare, see for yourself!

*If you're not completely happy,
we'll give you a refund on
the unused portion and pay
the freight BOTH WAYS!*



THE BALTIMORE SPICE COMPANY

12 S. Front Street

Baltimore 2, Maryland, U.S.A.

"Accel" Facts (NL 1003): Technical Service Bulletin FP-17, issued by Merck & Co., Inc., Rahway, N.J., contains up-to-date information on the use of the "Accel" process for producing such sausage items as thuringer, summer sausage, Lebanon bologna and pork roll. The bulletin contains yield data, typical fermentation curves and analyses of processed products.

Protective Clothing (NL 1020): Issued by RefrigiWear Clothing Co., New York City, sheet describes and illustrates a selection of lightweight, non-bulky garments made expressly for cold room wear. Coats, vests, undersuits, gloves, face protectors and hoods are listed. Sheet contains sizing chart and order blank.

Dumping Equipment (NL 1007): Dumping equipment that will reportedly lift and dump any container is described in a new catalog published by Conveyors and Dumpers, Inc., Caldwell, N.J. Featured is a selector chart to facilitate choosing the right equipment for handling loads to 5,000 lbs. at dumping heights up to 50 ft. Four basic models are shown and described.

Air Dehumidifier (NL 1006): A chart of dehumidifying capacities at various temperatures and cfm. of air handled is a highlight of Bulletin No. 140, issued by Niagara Blower Co., New York City, which describes the "Hygrol" air dehumidifier. The 4-page bulletin is illustrated with photographs of processing and air conditioning installations.

Surfacing Compounds and Application Instructions (NL 518): Two new data sheets issued by Pennsalt Chemical Corp., Philadelphia, concern Penntrowel, a resinous, thermosetting mortar for coating concrete, cement and other surfaces in highly-corrosive atmospheres. First data sheet (CP-630) describes three Penntrowel fillers, Penntrowel reg-

NEW TRADE LITERATURE

ular, Penntrowel carbon and Penntrowel floor surfacing, each with specialized corrosion and wear protection. The brochure contains information on physical properties, application, shipping and estimating. The second data sheet (CP-631), "Application Instructions for Penntrowel Surfacing Compounds," includes information on figuring quantities of material, surface preparation, mixing procedure (illustrated), application, repairs and safety precautions to follow.

Carcass Handler (NL 1019): Four-page brochure tells how carcass handling apparatus (Reich's Mark IV Meat Lowerator, Kansas City, Mo.) makes packing plant operations safe and profitable. Folder features a line drawing of the equipment in which each section is numbered and described in detail. Other pictures show the unit in action.

Steel Strapping (NL 1013): New brochure tells how to save time and effort and do a better, more uniform job of steel strapping. Offered by Signode Steel Strapping Co., Chicago, the folder contains useful data and descriptions of the Chicago firm's complete line of air-power tensioners and sealers.

Waste Disposal System (NL 1004): Published by Wandel Machine Co., Pomeroy, Pa., a 12-page brochure lists a wide variety of industrial

uses for a waste disposal system and discusses the types of grindable waste and refuse the machine will handle. The booklet features case histories, installation photographs and a step-by-step description of the operation.

Conveying Systems (NL 1023): Union Steel Products Co., Albion, Mich., is offering literature describing its three new industrial conveying systems: 1) the light-product type (linked-rod belt construction), 2) the heavy-duty type (slat-type construction) and 3) the canvas type (a neoprene or rubber belt equipped conveyor). Specifications and application illustrations are featured in the four-page brochure.

Cleaning Equipment (NL 1022): Bulletin 442, published by Sellers Injector Corp., Philadelphia, presents a complete round-up of the company's modern plant and tank cleaning equipment. The four-page bulletin covers six models for heavy-duty cleaning of walls, floors and process equipment. Also covered are three models for cleaning the entire inside area of tank cars, tank trucks or stationary tanks.

Transparent Bags (NL 1009): The use of cellophane and polyethylene bags to add sales appeal and protection to packaged products is illustrated in a 16-page catalog, which provides a ready reference for determining type, size, loading method and closure suitable for meat and other products. The booklet is released by The Dobeckmun Company, which is a division of The Dow Chemical Co., Cleveland.

Heat Exchangers (NL 1010): Bulletin 11R, issued by Schutte and Koerting Co., Bucks Co., Pa., describes the firm's line of heat exchangers for air and gases. It depicts the continuous, spiral-wound fins which are crimped in order to provide extra surface and to promote maximum turbulence.

Use this coupon in writing for New Trade Literature. Address The National Provisioner, giving key numbers only (11-14-59).

Key Numbers

Name

Street

City

ATTENTION SAUSAGE MANUFACTURERS

We specialize in Government Inspected

**Boneless Beef
and
Beef Cuts**

Brokers inquiries invited

SEABOARD BONELESS BEEF CO.

804 Callowhill St.

Philadelphia, Pa.

Market 7-0744

U. S. Govt. Inspected Meats and Meat Products

Specialize in

**Boneless Beef and Portion Cuts
MIDTOWN WHOLESALE MEATS, INC.**

900 W. Girard Ave.

Philadelphia 23, Pa.

POplar 3-7400

Distributors and Brokers Inquiries Invited

CLASSIFIED ADVERTISING

Undisplayed: set solid. Minimum 20 words, \$5.00; additional words, 20c each. "Position Wanted," special rate; minimum 20 words, \$3.50; additional words, 20c each.

Count address or box numbers as 8 words. Headlines, 75c extra. Listing advertisements, 75c per line. Displayed, \$11.00 per inch.

Unless Specifically Instructed Otherwise, All Classified Advertisements Will Be Inserted Over a Blind Box Number.

CLASSIFIED ADVERTISING PAYABLE IN ADVANCE PLEASE REMIT WITH ORDER

HELP WANTED

REPRESENTATIVE

LEADING SUPPLIER: Of packaging materials to the food industry needs a technical representative for Ohio, Michigan and eastern states area. The man we seek should be experienced in most phases of the meat industry, and capable of advising our customers on such things as cures, formulations, cooking times and temperatures for smoked and processed meats. Mechanical aptitude, sales experience, some college helpful but not mandatory, good personality, ability to learn, and ability to work with minimum supervision essential. Excellent opportunity with top firm in expanding industry. Good starting salary plus car and incentive. Must be free to travel. Age not over 40. Send complete resume in confidence to Box W-481, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALES EXECUTIVE

MERCHANDISING MANAGER

Progressive packer in Virginia and Carolina area has excellent opening for experienced sales executive. Please give full details of experience in reply. Box W-493, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANT ENGINEER: One who is fully qualified in the maintenance of a medium size sausage kitchen. Must be well acquainted with refrigeration and boilers and be able to handle help as well as work of the working type engineer himself. This opening is for the west coast of Florida. Please direct your replies to Box W-497, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SUPERINTENDENT

FOR MEDIUM SIZED: Meat packing plant in southern California. Must have 5 or 10 years' experience in supervising, directing and controlling killing and processing of cattle, pork and sausage. Must be outstanding in scheduling, processing, staffing, training and human relations. Age 30 to 50. W-482, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SEASONING SALESMEN

ESTABLISHED TERRITORIES: Want only men who desire a good steady income and a permanent position. Experience in selling to meat and affiliated industries, seasonings, meat additives, or machinery. Send resume etc. for immediate interview. Replies kept in strict confidence. J. K. LAUDENSLAGER, INC. 612 West York St., Philadelphia 33, Pa.

MISCELLANEOUS

REPRESENTATION: I am interested in hearing from shippers of beef, beef cuts, pork, provisions, canned meats, who would like to have reliable representation in New York and New Jersey. W-499, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

ESTABLISHED BROKER

HAVE STEADY OUTLETS ONE OR TWO MIXED TRUCKLOADS WEEKLY. BEEF-PORK-OFFAL. EASTERN SEABOARD. W-472, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

DISTRIBUTORS WANTED: To sell famous brand Solingen, packinghouse and butcher knives, steels etc. Exclusive territories. Exceptional profits. W-29, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

HOG • CATTLE • SHEEP SAUSAGE CASINGS ANIMAL GLANDS

Selling Agent • Order Buyer

Broker • Counsellor • Exporter • Importer

SAMI S. SVENDSEN
407 SO. DEARBORN ST., CHICAGO 5, ILL.

EQUIPMENT WANTED

WANT CRYOVAC Model CWC or CWD or FHC-E in good working order. Also shrink tank model 6520 or similar in good condition. Will buy separately. State exact model, price, etc. SIMON WHOLESALE MEAT CO., 5934 South 25th St., Omaha 7, Nebr.

EQUIPMENT FOR SALE

MEAT MACHINES

Equipment from closed packing plant for sale f.o.b. Complete list, descriptions and prices mailed upon request. Such as: TOLEDO 50 lb dial scales, \$150.00; MODEL 200 "Steak Maker" cubing machine \$90.00; ALLBRIGHT-NELL No. 400 Sausage Stuffer \$700.00; MODEL 114 A Linking Machine \$1500.00; baggies, pumps, scales, racks, hoists, tables, washers, saws, UV lamps, overhead track, trolleys, etc. Equipment located at 2116 W. Beaver St., Jacksonville, Fla. Phone EL 3-5428, by owner

N. G. WADE INVESTMENT COMPANY

P. O. Box 221,
Jacksonville, Florida.
Phone EL 5-7718.

ANDERSON EXPELLERS

FRENCH SCREW PRESSES

All Models, Rebuilt, Guaranteed

We Lease Expellers

PITTOCK & ASSOCIATES, Glen Riddle, Penn.

MINCE MASTER FOR SALE. 25 H.P., in excellent condition. Price, \$1,500 F.O.B. Evans City, Pa. FRIED PROVISION CO., P.O. Box 193, Evans City, Pa.

PLANT FOR RENT

HIDE CELLAR FOR RENT

Located near Cincinnati, Ohio. Approximately 14,000 sq. ft. of space. Convenient to railroad siding. Heat, water and sanitary facilities available. FR-484, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANTS FOR SALE

MODERN KILLING PLANT

In one of the south's fastest growing cities. Located on small industrial acreage, close to city limits. Equipped to kill cattle and hogs. Plant consists of: 1600 sq. ft. killing floor, with 17 ft. bleed rail, 2050 sq. ft. Chill room and cooler, 40,000 pound capacity freezer, and 620 sq. ft. boning room. Good holding pens and barns. New 5 room house on premises. Plant in operation now, doing good business. Owner will finance. Shown by appointment only. Reply to P. O. Box 2965, Istrouma Branch, Baton Rouge 5, La.

SLAUGHTER HOUSE

Located in town of 2500. Northwestern Ohio. Equipped for beef and hog slaughtering. Fine area for custom work. Sausage room. Reasonable. Write Mr. Marvin Lohr, Elmore, Ohio. Telephone 2-3614 Elmore, Ohio.

FOR SALE: U. S. Inspected meat plant in Riverside, N. J. 18,000 square feet. Cooler and freezer facilities. Railroad siding and trucking loading facilities. PHILADELPHIA DRESSED BEEF COMPANY, 114 Moore St., Philadelphia 48, Pa., or 402 West 14th St., New York, N. Y.

IDEAL LOCATION, MODERN LAYOUT: Meat curing and sausage manufacturing plant. Newly equipped. Southwestern Pennsylvania. Principals only. Write to Box FS-474, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MEATS - WHOLESALE: Complete equipment, trucks, 1958 sales \$130,000. Central Ohio. With property. FS-486, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SMALL PLANT: In Ohio. Cattle and hog slaughtering, sausage manufacturing, 10 x 36 freezer. Financing available. FS-500, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

[Continued on page 52]

BARLIANT'S WEEKLY SPECIALS

NOW IN PROGRESS!

Packing House Machinery

Liquidation Sales!

Armour & Company

Closed Plants In

Atlanta, Georgia

Columbus, Ohio

West Fargo, No. Dakota

Still available are hundreds of desirable items . . . all priced exceptionally low for immediate removal. The plants are now open daily and our representatives are on the premises to show you the remaining equipment. Take advantage of this opportunity to purchase equipment for present or future requirements. You will find items that can be used in every phase of a packing house operation, including Beef & Hog Kill Floor, Cutting & Trimming, Rendering, Ham-Bacon-Sausage Processing, Wrapping & Packaging, Scales, In-Plant Trucks, Material Handling Equipment, thousands of feet of Drop finger or Side finger Overhead Conveyors, as well as Belt & Slat Conveyors, stainless steel Tables of all kinds, etc., etc.

NOW . . .

and continuing until all items have been sold

LIQUIDATION OF MACHINERY

From

ARMOUR & CO.

43rd St. & Packers Avenue

(U. S. Yards)

CHICAGO, ILL.

One of the world's largest and most modern meat packing plants.

Large quantities of all types and sizes of equipment and machinery are still available for immediate sale—all at extremely low, low prices. Everything must be sold—buildings are coming down—time is short—act quickly!

All items subject to prior sale and confirmation

- New, Used & Rebuilt Equipment
- Liquidators and Appraisers

WRITE FOR FULL PARTICULARS

1631 S. Michigan Ave., Chicago 16, Ill.

WAAbash 2-5550

BARLIANT & CO.

CLASSIFIED ADVERTISING

[Continued from page 51]

POSITION WANTED

PACKINGHOUSE TREASURER and CONTROLLER
Broad experience in charge of finances and accounting including costs, departmental statements and I.B.M. seeks new connection. W-469, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGER
Experienced in directing complete multiple packinghouse operations as president and general manager, 12 million dollar federal pork packer. Prior service with same firm for 8 years, executive vice president and general sales manager. Age 46. W-488, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SUPERINTENDENT: College education, 17 years' meat packing experience. Presently employed. Excellent background in quality, cost and labor control. Prefer employment where volume is chiefly sausage. Reply to Box W-487, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

AGGRESSIVE MEAT SALESMAN: In sales organization for many years. Excellent relations with retailers in Detroit area. Am seeking a permanent connection with full line or specialty house on brokerage or commission basis. W-489, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CURING, SMOKING. Young college graduate experienced in costs, yields, production, desires change. Prefer midwest. W-490, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

OPPORTUNITY WANTED: Meat plant operator with practical experience and a successful business record buying—selling—production—sales promotion and public relations. Small or medium size plant. W-478, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HOG BUYER: Wish to contact packer in need of hog buyer. 25 years' experience on central public market as packer and order buyer. References. W-479, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

PACKINGHOUSE PERSONNEL & EMPLOYMENT MAN
Experienced in handling plant personnel work. Exceptional opportunity. Many benefits. Southern Ohio packer. W-471, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANT MAINTENANCE SUPERINTENDENT: Wanted by large modern progressive independent meat packer. Excellent opening for man capable of assuming complete responsibility for maintenance of plant and equipment. Send resume of experience, education and qualifications to NEUHOFF BROS. PACKERS, 2821 Alamo St., Dallas, Texas.

EXPERIENCED BEEF MAN: Wanted to manage primal cuts department for medium sized packer located in midwest. Cutting choice and prime cattle. Good working conditions and salary for right man. W-483, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BEEF PLANT MANAGER: Wanted for established beef slaughter house in midwest. Must be aggressive and have thorough knowledge of all packinghouse operations and equipment. State qualifications, age, references and salary expected. Permanent position for right man. W-496, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMAN: Long established provision brokerage company has opening for high calibre experienced salesman. Salary open—in addition to excellent pension and profit sharing arrangements. Mail resume. Replies held confidential. W-495, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

NEW YORK MANUFACTURER: Of seasonings, spices and meat curing compounds, desires experienced assistant for our general sales manager in promotion and sales to food manufacturers. Occasional travel involved. W-494, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

SUPERVISOR: For pork sausage production, curing and smoked meats departments including packing of smoked meats and sliced bacon. Good opportunity with progressive firm for sober ambitious man. State experience and qualifications. THE LUNDY PACKING COMPANY, Clinton, North Carolina

HELP WANTED

EXECUTIVE OPPORTUNITIES
Well established independent packer with 20 employees offers exceptional opportunities to share in its outstanding growth to men with executive capabilities who qualify for the following positions:

INDUSTRIAL RELATIONS MGR.—experienced in contract negotiations, grievances, wage administration, safety and general personnel functions.

MECHANICAL ENGINEER—with supervisory experience and knowledge of refrigeration maintenance, and planning.

PURCHASING DIRECTOR—with at least five years' experience in inventory control, supplies and equipment procurement, and in contract negotiation.

Reply in confidence giving work history, education, personal history, and salary background to Box W-491, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANT MANAGER CANNED FOODS

A nationally known food manufacturer now in an active program of expansion, offers an outstanding opportunity in plant management. Must have effective experience in efficient plant operation including production, industrial engineering, labor and community relations, and cost control in the canned food industry. Further advancement is possible for the person who can contribute to our management team. Compensation is very attractive with generous pension and insurance arrangements. All replies will be carefully considered and held in complete confidence. Please submit your complete resume to

Box W-492, THE NATIONAL PROVISIONER
527 Madison Ave., New York 22, N. Y.

WANTED: Manager to take complete charge of hide department. Midwestern location. W-493, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

NIAGARA "no frost"



GET THE BEST QUALITY IN FROZEN FOOD

● Operating men, who know both costs and profits, will tell you that Niagara "No-Frost" gives you the best operation in frozen foods... both in freezing and in warehousing where trustworthy, safe storage temperatures must be combined with building layout that lets you move goods... not just store them. Only Niagara methods give you safe and even temperatures with over 20' head room so that you can use your fork lift trucks and palletized warehousing efficiently. And "No-Frost" refrigeration shows the lowest upkeep costs in the business.

Write for Bulletin No. 105

NIAGARA BLOWER COMPANY

Dept. NP-12, 405 Lexington Ave., New York 17, N. Y.

District Engineers in Principal Cities

Fatten Your Pay Day with the NEW

Autoflay
Skinning Machine

... another
PADCO

PRODUCT

NEWEST, most improved skinning machine makes experts of unskilled help, produces hides without cuts or scores, increases carcass yields by reducing fat loss... Electric or pneumatic models; lighter weight; American-made; sealed bearings; standard parts; reversible blades double their life. The savings pay its cost!



For full story, with prices and distributors, write today

Packers DEVELOPMENT CO.
442 Glenwood Road • Clinton, Conn.

ES
r with the
tunities in
men who
or the Air

experienced
wage ad-
personnel

supervisory
refrigeration

least five
ol, supplies
n contract

ory, educa-
ground in
SIONER, is

now in an
outstand-
Must have
operation
eering, in-
st control
advances
can con-
pensation
nsion and
il be con-
fidence
to

SIONER
22, N. Y.

charge of
n. W-46
W. Huron

Day

4

ne



O.
Conn.